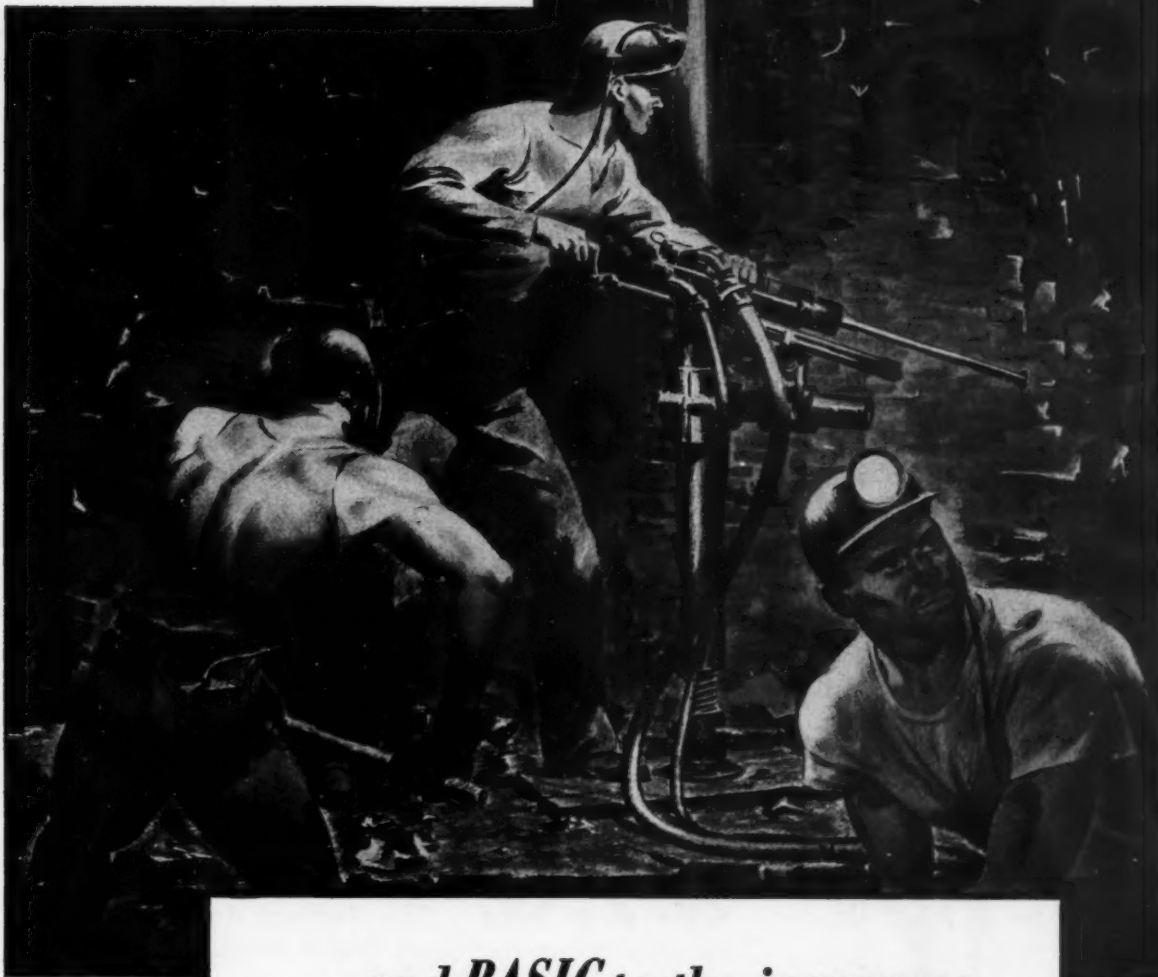


The NATIONAL UNDERWRITER

Basic...



...and BASIC to the insurance industry is Reinsurance



GENERAL REINSURANCE GROUP

Largest American multiple line market
dealing exclusively in Reinsurance

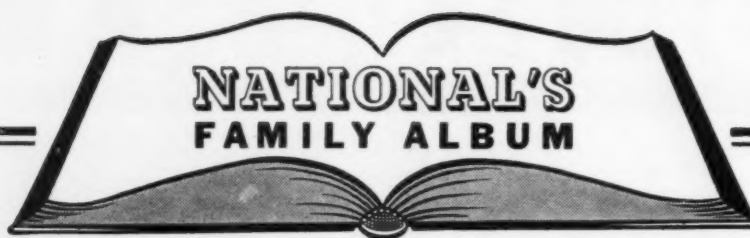
GENERAL REINSURANCE
CORPORATION
Casualty • Fidelity
Surety

NORTH STAR REINSURANCE
CORPORATION
Fire • Inland Marine
Ocean Marine

90 JOHN ST., NEW YORK 7

130 BUSH ST., SAN FRANCISCO 4

THURSDAY, MARCH 11, 1948



Meticious Martin. Gives clients and companies complete and accurate information the first time. Big job, small job . . . either gets his full attention. He saves everybody work and finds "it pays to be careful."



Nervous Ned. Worries about adequate coverage, correct paper-work, losses, collections. Always worried about the welfare of his policy-holders and companies. But they're not worried over him . . . and he really hasn't a thing to worry about either!



Obstinate Oscar. Sticks to a client until his insurance is right. Keeps after a prospect until he's a client. Battles companies for clients, clients for companies. An obstinate cuss, but usually right — and everybody benefits, including Oscar.



N. F. G.* The Perfect Agent. Does all these things and more. Sound steady protection and prevention service—all the time.

*National Fire Group agents, of course

The National Fire Group

NATIONAL FIRE INSURANCE COMPANY OF HARTFORD
MECHANICS and TRADERS INSURANCE COMPANY



FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK
TRANSCONTINENTAL INSURANCE COMPANY

UNITED NATIONAL INDEMNITY COMPANY

EXECUTIVE AND ADMINISTRATIVE OFFICES, HARTFORD 15, CONN.

WESTERN DEPARTMENT

CANADIAN DEPARTMENT

PACIFIC DEPARTMENT

175 W. JACKSON BLVD., CHICAGO 4, ILL.

485 MCGILL ST., MONTREAL 1, P. Q., CANADA

234 BUSH STREET, SAN FRANCISCO 20, CAL.

MEMBER THE ASSOCIATED AVIATION UNDERWRITERS

Home Group Merger Terms Are Revealed

Quirk of Georgia Law Complicates Georgia Home Situation

Terms of the proposed merger into Home of nine fire-marine affiliates are revealed for the first time in a letter by President Harold V. Smith, to stockholders of all of the companies involved. A copy of the agreement of the merger accompanied the letter.

Directors of each of the 10 companies have approved the proposed plan of merger. Shareholders of each company will vote on the plan at meetings to be held during April. Stockholders of Home will also vote on a retirement plan to modernize the one now in existence.

Outstanding capitalization of the affiliated companies, the number of shares owned by Home, and the ratio in which shares of the affiliated companies, except those owned by Home, will be converted into shares of Home are:

Baltimore American

Baltimore American has 600,000 shares outstanding of a par value of \$2.50 each, of which Home owns 353,687. Each share will receive .268 of a share of Home.

Carolina has 50,000 shares outstanding of a par value of \$10 each, of which 18,676 shares are owned by Home. Each share of Carolina will receive 1.212 shares of Home stock.

City of New York has 150,000 shares outstanding, par value \$10, of which Home owns 75,427 shares. Each share will receive .846 of a share of Home.

Franklin Fire has 600,000 shares outstanding of a par value of \$5 each, of which Home owns 21,317 shares. Each share will receive .772 of a share of Home.

Gibraltar F. & M. has 100,000 shares outstanding of a par value of \$10, of which 73,696 shares are owned by Home. Each share will receive .828 of a share of Home.

Homestead, National Liberty

Homestead has 100,000 shares outstanding of a par value of \$10 each, of which Home owns 66,456 shares. Each share is entitled to .747 of a share of Home.

National Liberty has 2 million shares outstanding of a par value of \$2, of which Home owns 1,181,187. Each share is entitled to .249 of a share of Home.

New Brunswick has 100,000 shares outstanding of a par value of \$10, of which Home owns 41,072. Each share is entitled to 1.078 shares of Home.

Paul Revere has 100,000 shares outstanding of a par value of \$10 each, of which 43,721 shares are owned by Home. Each share is entitled to .923 of a share of Home.

Georgia Home Situation

Georgia Home, also an affiliate of Home, is not included in the merger proposal because laws in Georgia do not permit a merger of this type unless the resulting company becomes a Georgia corporation. Further study is being given to this problem.

The proposed plan has been informally

New Prevention Activities Shaped by Truman Group

WASHINGTON — Under the guidance of A. Bruce Bielaski, assistant general manager of the National Board and executive director of the President's Fire Prevention Conference, the latter's continuing committee met here Tuesday and decided on recommendations to the states of a program of future activities. Report will be submitted to the President in early May, when the conference will terminate. This report will cite accomplishments to date and outline a program for the states.

Committee opinion was that fire prevention educational material should be channelled through National Educational Assn. and be presented by teachers and professors at all levels.

Work on Model Bill

The conference committee on law and enforcement reported that a model bill for fire and/or building codes adoption, by reference, by cities and towns has been submitted to several hundred communities for suggestions, with the idea of reaching agreement on provisions. A conference spokesman said this model will be completed soon.

It was announced the following states have held fire prevention conferences:

discussed with and tentatively approved by Superintendent Dineen of New York. The insurance supervisory officials of states in which the various affiliates are domiciled—New Jersey, Pennsylvania, Maryland, and North Carolina—also have considered the agreement informally and have indicated that it conforms to the requirements of the statutes of their states.

In emphasizing the importance of the proposed merger and recommending that stockholders support the plan, Mr. Smith pointed out that Home had acquired stock interest in these companies over a period of years because the operation of a group of companies as a unit stimulated production of business and provided a medium of spreading the risks insured by the affiliated companies.

Factors Are Changed

"Today these factors are changed," he said. "In 1944 the U. S. Supreme Court decided that insurance is interstate commerce and for the first time your company became subject to the federal anti-trust laws. This raised many legal uncertainties with regard to the continuance of the arrangements under which the companies have operated through the years. Since the court's decision the operations of Home and its affiliated companies have been carried on under a moratorium granted by Congress in public law No. 15. The moratorium expires June 30, 1948."

It is the opinion of the officers and counsel of the various companies that the proposed merger is the constructive way to deal with the situation, according to Mr. Smith. "It not only preserves intact the business capacity of the companies, but eliminates to a great extent the legal uncertainties now facing them," he said.

"From the standpoint of the stockholders the essential purpose of the proposed merger is to keep intact this capacity for public service so that it will not be dissipated. The merger makes permanent the existing protection to the policyholders of the affiliated companies and continues in the Home as a unit the insurance writing capacity of the companies. Also it will present an outstanding medium for production of

Kentucky, Minnesota, Ohio, Kansas, Texas, New Hampshire, West Virginia, Massachusetts, Arkansas, Pennsylvania, Connecticut, Maine, Florida, Maryland, Colorado, Illinois, Rhode Island, New Jersey, Tennessee, Oregon.

Also that these states are scheduling such conferences: Alabama, California, Delaware, Georgia, Iowa, Louisiana, New York, Oklahoma, Michigan, Missouri, Nevada, New Mexico, Utah and Washington. No activity was reported from other states.

W. E. Reynolds, public buildings commissioner and continuing committee chairman, presided at the meeting.

Sidney Williams, president National Safety Council, discussed statistics of fire fatalities and injuries. National Fire Protection Assn. has estimated 10,000 deaths annually from fire.

The continuing committee numbers 40. Among those attending, identified with insurance besides Mr. Bielaski, were: Percy Bugbee, president, and Horatio Bond, chief engineer N.F.P.A.; Ernest B. Brown, Associated Reciprocal Exchanges; A. V. Gruhn, American Mutual Alliance; John G. Mayer, National Assn. of Insurance Agents; A. L. Kirkpatrick, U. S. Chamber of Commerce insurance department manager.

business; system will be simplified; record-keeping reduced, and duplication of taxation eliminated."

It is anticipated that the \$1.20 per share annual dividend will be continued by the merged company as heretofore paid by Home.

If all 10 companies agree to the merger, Home will have a capital of \$19,904,293, a surplus of approximately \$70,429,474, and total assets of approximately \$273,982,070.

Present directors of Home will constitute the first board of directors of the merged company. Present directors of the affiliated companies living outside of New York will continue as advisory boards. It is planned that shortly after the completion of the merger the board of Home will be increased to permit the inclusion of additional directors to be chosen from the boards of the affiliated companies. Present officers of Home will constitute the officers of the merged company and it is planned that additional officers will be selected from those of the affiliated companies following completion of the merger.

Stockholders of Home will vote upon the proposed merger at their annual meeting April 5. Meetings of the stockholders of the nine affiliated companies to act on the proposed plan will be held as follows: Baltimore American April 7, Carolina April 16, City of New York April 7, Franklin Fire April 8, Gibraltar April 6, Homestead April 28, National Liberty April 6, New Brunswick April 9, and Paul Revere April 13.

Ohio Anti-Compact Hearing Is Put Off to April 5

COLUMBUS — The hearing of the case of American of Newark, which was to have been heard before the Ohio superintendent March 9, has been continued until April 5 at 1:30 p.m. at the request of counsel for the company. This is one of the so-called anti-compact cases, arising out of the commission reduction program. The Hartford Fire hearing is April 6.

Set Hearing April 5 on Pacific Rating Bureau Issue

Organization Prepares "Statement of Defense" Answering Downey

SAN FRANCISCO—In its "notice of defense" Pacific Fire Rating Bureau, whose license to operate as such in California by Commissioner Downey has been held up, all allegations contained in the commissioner's "statement of issues" are denied and explanations as to the whys and wherefores of those provisions in the bylaws, constitution and rules to which Mr. Downey objected or expressed doubt as to legality, are given.

The defense was prepared by Bert W. Levit, counsel for Pacific Board, and the bureau.

Mr. Downey had expressed the opinion that the board and bureau are practically one and the same. He intimated that the requirement that members and subscribers of the bureau file all daily reports to its stamping bureau and also all agency appointments and cancellations indicated compulsion. It was also suggested in the "statement of issues" that the method of electing on admitting members or subscribers to the use of bureau services also was contrary to the new California law.

No Standard of Eligibility

As to the latter the defense says that the provision making election to membership subject to majority vote of the governing committee does not set up any separate standard of eligibility regardless of company or type of company. It contends that every company applying for membership has been admitted, and that this section is merely to specify the mechanics and procedure for passing upon applications for membership and says that "on information and belief" the department has heretofore issued licenses to rating organizations whose election rules are no different.

The defense, speaking of the stamping bureau, says it is an essential part of the service to check the daily reports for errors, variations which might inadvertently be in violation of applicable statutes and the anti-discrimination provision of the law. It also points out that companies would be put to great additional expense if they each had to set up such a department within their own offices; that the bureau can do this work more efficiently and at less cost. It is also stressed that there is no agreement or compulsion on the part of any company or subscriber to submit the daily reports but the bureau functions principally as the result of the demands and needs of the companies.

It is pointed out that stamping offices are not peculiar to California and that the data developed assists in the uniform maintenance of the bases of the National Board's risk classification manual.

The objection to the rule requiring members and subscribers to notify the bureau of its intention to make variations from the bureau's rate schedule before putting these variations into effect does not constitute an agreement to adhere—but is necessary efficiently to render sound rating service.

The reply says the bureau cannot adequately perform its function unless it

(CONTINUED FROM PAGE 40)

Geyer & Co. See Favorable Insurance Stock Factors

Geyer & Co. has gotten out a current sizeup of the insurance stock outlook, voicing the opinion that although stocks in other fields are selling at prices that give little credit to earnings, "we suggest that the market may assume less indifference toward improving earnings of insurance companies than toward the recent large earnings of many other corporations."

"From the final prices of Dec. 31, 1947, to the close of business March 1 the Dow-Jones industrial average declined 13 points (from 181.16 to 168.14), indicating a recession of about 7.2% in common stock prices during the first two months of this year. Within the same period a widely inclusive list of seventy-eight fire and casualty insurance stocks recorded an average gain in market value of somewhat more than 3%."

"Neither the proportions of this retreat in 'industrials' or the modest rise in insurance stocks over such a limited interval seems particularly important—except as a reminder that while major changes in price trends, up or down, usually induce parallel patterns in the price movement of most stock groups, wide variation has developed over extended periods in the past between the market action of insurance stocks and other common stocks as a class. Thus over an investment cycle running from the low points of 1932 to the 1937 highs and down to the succeeding lows of 1938, representative fire insurance stocks had a net rise of 183% in market value, casualty insurance stocks had a concurrent advance of 157%, and the Dow-Jones industrials had a net gain of 140%. Conversely in the bull market which ran from the 1942 lows to the 1946 peaks fire insurance stocks rose only about half as much (69%) as the Dow-Jones industrials (up 129%) and casualty insurance stocks advanced 91%."

"Fundamentally our optimistic viewpoint toward insurance stocks has its roots in the prospects for large improvement in the earnings of both fire and casualty insurance companies in 1948 and beyond and the prospects for worthwhile increase in current dividend rates on insurance stocks—probably not in 1948 (though possibly at the end of this year), but in 1949 and thereafter."

"Nevertheless some of our highly-respected friends in 'the street,' observing our enthusiasm for certain insurance stocks of good quality currently selling at from four times to eight times 1947 earnings—which we feel sure will be improved in 1948—remind us correctly that 'Lots of other common stocks are selling at from two times earnings, upward.' We suggest however that 'the market may assume less indifference toward the improving earnings of insurance companies than toward the recent large earnings of many other corporations. Partly for these reasons:

"The present trend of insurance-company earnings seems clearly pointed upward, whereas earnings may soon be headed downward elsewhere."

"Insurance-company earnings, we suggest, have a quality which has been lacking in the recent abnormal earnings of many companies. Insurance earnings have not been inflated by inventory profits which soon may be succeeded by inventory losses."

"Similarly insurance company earnings have not been overstated through the inability of managements to provide realistically adequate reserves for depreciation and replacement. (On the contrary we think certain casualty insurance companies, particularly, have underestimated earnings in recent years by the resolution of managements to provide unquestionably adequate reserves for losses during an inflationary rise in claim costs.)"

"There is greater consistency to the earnings of insurance companies generally than attaches to the earnings of most commercial and industrial enterprises. Thus a survey of the earnings of 81 fire and casualty organizations, over a 37-year period from 1910 through 1946, indicates that in 2,459 of the 2,652 company-operating years reviewed (or 93% of the time) these insurance companies earned an operating profit (meaning income from investments, plus insurance profits or minus insurance losses, but exclusive of capital gains and losses). In 1,888 of such years, or 71% of the time over the 37-year span, these companies realized a net profit from insurance underwriting alone, exclusive of the income earned on investments."

Nominations of N.F.P.A. Announced

The official slate of the nominating committee of National Fire Protection Assn. to be voted on at the annual meeting at Washington May 10-12 is announced. Slated for the presidency is John L. Wilds, president of Protection Mutual of Chicago, to succeed Curtis Pierce, head of Factory Insurance Assn.

The vice-presidential nominees are A. H. S. Stead, manager of Dominion Board of Insurance Underwriters, Montreal, and Russell Grinnell, president Grinnell Co. of Providence. Slated for secretary is Hovey T. Freeman, president Manufacturers Mutual Fire, and for chairman, George W. Elliot, executive director National Automatic Sprinkler & Fire Control Assn.

Nominated for directors are: A. L. Brown, chief engineer Factory Mutuals, Boston; Hylton R. Brown, senior engineer U. S. Bureau of Mines, College Park, Md.; Loren G. Bush, engineer Pacific Board, San Francisco; John Kidde, president, Walter Kidde & Co., Belleville, N. J.; W. A. Ross, consultant, public service operations U. S. Office of Education, Washington; George J. Richardson, secretary, International Assn. of Fire Fighters, and Frank C. McAuliffe, chief Chicago fire insurance patrols.

For nominating committee 1949 A. C. Hudson, secretary New Hampshire Board of Underwriters; E. A. Ward, president American District Telegraph Co., New York; W. H. Rodda, Transportation Insurance Rating Bureau, Chicago.

The 1948 nominating committee is headed by R. E. Wilson, manager inspection department factory mutuals, Philadelphia.

Delay Naming Secretary

Risk Research Institute has not yet appointed a successor to Walter R. McClelland, former executive secretary, who resigned to go with Ostheimer & Co., Philadelphia brokerage firm. According to institute officials, they are considering appointees but may not make a decision for another month.

Mr. McClelland had been with the institute since 1947, prior to which he had spent 15 years, excluding army service, in the underwriting and agency end of the business in and near Philadelphia.

T. A. Manning & Sons Launch \$3 Million Texas Insurer

Dallas General Agency Is Forming Southwestern Fire & Casualty

DALLAS—A \$3 million fire and casualty insurance company, the largest



Foster Yancey



Charles S. Yancey

ever formed in Texas under state insurance laws, is in process of organization by T. A. Manning & Sons, Texas insurance managers, according to an announcement by S. Foster Yancey, member of the latter firm.

The company with a capital of \$1 million and paid-in surplus of \$2 million, will be known as Southwestern Fire & Casualty. It will transact both fire, marine, and general casualty lines.

Mr. Yancey said the company would be under the direct management of T. A. Manning & Sons, and Blagden Manning, former manager of the business, also will be active in the new company. The firm of T. A. Manning & Sons has done business as insurance managers 44 years during which time it has handled the affairs of such companies as Aetna Fire, Springfield, Fidelity-Phenix, and the Home group among others.

Yanceys Are Owners

The firm is owned by Foster Yancey and Charles S. Yancey, both of whom have had extensive experience in the insurance business. Foster Yancey began in 1929 with North America and has devoted his full time to this field since that date. He also was associated with Texas Employers and Employers Casualty and Commercial Standard in Texas prior to taking over management of the Manning firm in 1936.

Charles Yancey, a graduate of Yale and Harvard school of law, practiced insurance law five years prior to the last war. Since his discharge from the navy, he has managed the casualty department of the Manning firm.

Blagden Manning entered the Manning firm soon after its organization in 1904 and he is one of the best known insurance executives in the southwest.

It is planned to keep the home office and field force organization of the Manning firm intact. The firm has approximately 750 local agents in Texas.

Sees Need for Facilities

Foster Yancey said organization of the company had been under consideration for some time because of the belief that a strong need exists for another Texas fire and casualty company.

"The greater volume of business written has resulted in an increase of restrictions because of the necessity on the part of insurance companies to control reserves," he asserted. "T. A. Manning & Sons feels that from this unusual situation comes an excellent opportunity for profitable investment in the business and that there is a strong need for an-

(CONTINUED ON PAGE 40)

Fire Companies' Statement Figures for 1947

	Assets	Inc. In Assets	Reins. Res.	Inc. In Reins. Res.	Capital or Stat. Dep.	Surplus	Inc. In Surplus	Net Prems.	Losses Paid	Loss Ratio
Allied Fire	1,743,176	261,847	819,274	185,992	400,000	368,682	37,962	1,043,390	398,245	38.1
American Central	10,389,898	907,658	5,480,599	939,289	1,000,000	2,612,341	-296,223	5,767,542	2,347,314	40.6
British General	1,732,443	175,520	791,318	43,882	500,000	231,662	-7,432	832,707	339,125	40.7
Capital, N. H.	575,981	19,311	79,855	11,038	202,400	283,728	7,383	71,347	22,919	32.0
Charter Oak	4,276,058	56,570	1,508,230	176,740	1,000,000	2,580,060	968,158	1,296,431	524,327	40.3
Columbia Fire, O.	4,910,576	181,885	1,348,730	132,458	1,000,000	2,214,577	-51,484	1,513,217	721,212	48.3
Commerce	4,886,156	1,917,288	3,173,063	424,681	1,000,000	3,915,665	1,291,435	3,780,210	1,706,836	45.1
Commercial Union, Eng.	22,656,715	2,658,708	11,048,840	1,938,455	500,000	6,393,641	-384,692	13,524,222	5,177,871	37.7
Commercial Union, N. Y.	4,845,853	476,050	2,647,814	452,827	1,000,000	459,388	-165,271	2,973,386	1,158,026	38.9
Dixie Fire	2,630,795	-311,225	-606,537	1,000,000	1,432,344	218,880	32,743	365,606	439.7	
Employers Fire	11,446,207	805,274	6,074,102	464,739	1,000,000	2,617,269	215,655	6,924,474	3,133,893	45.1
Farmers Fire	4,359,569	359,963	1,985,603	556,314	1,000,000	1,929,906	-330,289	1,937,018	766,867	39.6
Globe & Rutgers	48,658,854	11,303,844	18,322,070	2,525,069	3,250,000	16,587,739	6,574,405	21,421,190	9,672,069	45.1
Globe & Rutgers	16,186,892	938,290	6,013,685	660,085	1,960,000	5,032,485	-195,256	7,041,421	3,431,191	48.7
Home, Hawaii	3,195,882	48,737	500,000	62,316	1,000,000	1,068,208	-94,259	803,753	314,489	38.4
Iowa Fire	426,475	14,988	269,014	34,914	100,000	269,771	12,373	232,519	78,367	33.6
Kansas City	3,233,672	499,910	489,874	272,082	1,000,000	1,104,715	4,715	3,020,763	778,676	25.6
Mercury	12,457,454	2,078,060	6,884,628	1,853,479	2,000,000	1,763,616	-139,586	8,605,131	2,235,807	37.6
National Capital	830,443	192,604	1,388,144	6,300	200,000	230,937	12,347	312,439	115,930	37.1
National Grange	1,052,949	222,427	307,571	108,324	250,000	501,379	267,744	428,966	111,101	25.9
National Insurance	11,992,978	1,388,144	6,300	-3,500	1,000,000	6,300,406	-709,831	3,918,065	882,715	22.5
National Union, D. C.	751,482	-716	124,390	15,927	300,000	294,543	-485	80,004	23,131	28.9
Newark Fire	16,207,917	1,689,599	6,862,028	1,008,839	2,000,000	4,142,067	-617,652	7,665,135	3,324,148	42.7
Palatine	4,184,244	330,559	1,852,664	318,485	500,000	1,309,320	-156,200	2,155,890	822,696	38.0
Patriotic	4,295,996	152,081	1,616,042	84,278	1,000,000	1,008,788	-102,749	2,170,795	1,081,165	49.8
Pioneer	408,007	5,056	83,358	4,781	200,000	207,217	197,155	44,307	15,911	42.6
Potomac	10,178,208	2,487,388	4,638,947	205,561	1,500,000	2,713,049	1,893,833	4,314,511	1,772,553	41.0
Provident Fire	4,188,992	-116,745	1,432,628	-330,868	500,000	881,024	91,014	1,640,037	1,101,997	67.1
Reinsurance of N. Y.	13,056,412	3,494,476	51,305	-37,769	1,530,000	2,765,177	-1,635,642	7,425,210	1,784,648	24.0
Royal Exchange	9,020,313	770,642	3,727,955	-72,082	500,000	2,130,882	464,544	4,980,853	2,692,673	54.0
Royal	32,941,132	624,266	15,695,069	99,228	500,000	9,150,476	-450,002	17,752,780	8,831,820	49.7
St. Paul	79,502,564	8,252,956	36,244,404	6,139,224	10,000,000	30,177,470	-138,789	38,692,274	15,722,453	40.6
Southern American	457,321	39,134	28,921	4,496	100,000	258,905	28,430	29,774	16,768	39.0
Standard, N. J.	4,106,034	86,668	2,091,578	195,751	300,000	1,170,158	-114,876	1,535,042	689,247	44.9
State Assurance	1,760,571	-9,400	869,479	-62,489	250,000	421,018	-45,864	720,417	468,688	65.0
Stuyvesant	4,987,879	2,397,329	2,773,948	1,164,020	250,000	280,962	225,571	4,471,240	1,712,383	38.3
Sun, England	12,695,916	2,244,512	5,573,086	-15,173	500,000	3,082,287	1,590,692	7,055,548	3,864,200	49.8
Switzerland General	4,450,940	504,979	1,589,780	218,251	500,000	1,713,902	210,100	2,540,518	1,237,904	48.7
Travelers Fire	49,865,327	4,733,872	32,357,484	4,067,598	2,000,000	9,092,370	339,765	32,344,568	12,738,608	39.3
Twin City Fire	2,433,607	31,518	637,425	463,451	500,000	1,113,104	-172,743	1,118,725	371,106	33.4
Union Assurance	3,366,834	284,728	1,852,664	318,485	500,000	887,921	-128,044	1,950,481	794,178	40.5
Union & Phenix Espanol	3,084,267	163,412	2,022,281	186,027	250,000	266,223	-76,069	2,012,910	979,014	48.2
Urbaine	2,637,757	876,811	2,108,448	1,612,868	250,000	1,253,385	762,567	3,958,392	284,150	13.6
Virginia F. & M.	4,463,085	501,290	2,273,226	378,413	1,000,000	728,044	-321,967	2,351,790	1,099,990	46.7

& Sons
ion

Agency
Western

fire and cas-
the largest



Wes S. Yancey

der state in-
of organiza-
Sons, Texas
ling to an an-
Yancey, mem-

total of \$1 mil-
of \$2 million
Western Fire &
act both fire,
ity lines.

company would
gement of T.
agden Man-
the business,
new company.
g & Sons has
managers 44
t has handled
nies as Aetna
-Phoenix, and
thers.

Foster Yancey,
cey, both of
experience in
Foster Yancey
America and
to this field
was associated
d Employers
Standard in
management
1936.
uate of Yale
aw, practiced
ior to the last
ge from the
casualty de-
firm.
ed the Man-
organization is
est known in-
southwest.
e home office
n of the Man-
has approxi-
Texas.

organization of
der considera-
se of the be-
xists for an-
alty company.
business writ-
ase of restric-
essity on the
es to control
T. A. Man-
n this unusual
it opportunity
n the business
need for an-
GE 40)

1853

THE HOME

1948

*...through its Agents and Brokers, is America's leading Insurance
Protector of American Homes and the Homes of American Industry*



BALANCE SHEET

December 31, 1947

ADMITTED ASSETS

Cash in Office, Banks and Trust Companies	\$ 26,330,163.87
United States Government Bonds	59,492,297.55
Other Bonds and Stocks	64,539,027.59
Investments in Associated Companies	24,963,562.47
Real Estate	3,984,382.15
Agents' Balances, Less Than 90 Days Due	9,904,935.42
Reinsurance Recoverable on Paid Losses	2,796,195.95
Other Admitted Assets	1,886,092.82
Total Admitted Assets	\$193,896,657.82

LIABILITIES

Reserve for Unearned Premiums	\$ 91,473,696.00
Reserve for Losses	23,904,922.00
Reserve for Taxes	3,720,000.00
Liabilities Under Contracts with War Shipping Administration	3,718,542.91
Reinsurance Reserves	1,650,557.00
Other Liabilities	2,746,852.05
Total Liabilities Except Capital	\$127,214,569.96

Capital	\$15,000,000.00
Surplus	51,682,087.86
Surplus as Regards Policyholders	66,682,087.86
Total	\$193,896,657.82

NOTES: Bonds carried at \$5,391,045.38 amortized value and cash \$50,000.00 in the above statement are deposited as required by law. All securities have been valued in accordance with the requirements of the National Association of Insurance Commissioners.

Canadian Assets and Liabilities have been adjusted to the basis of the free rate of exchange.

DIRECTORS

LEWIS L. CLARKE Banker	GORDON S. RENTSCHLER Chairman of the Board, National City Bank of New York	GUY CARY Lawyer	ROBERT W. DOWLING President, City Investing Co.
CHARLES G. MEYER The Cord Meyer Company	ROBERT GOELET Real Estate	HAROLD V. SMITH President	GEORGE GUND President, Cleveland Trust Co.
WILLIAM L. DEBOST Chairman, Union Dime Savings Bank	GEORGE MCANENY Vice Chairman, Executive Committee, Title Guarantee & Trust Co.	HARVEY D. GIBSON President, Manufacturers Trust Company	HAROLD H. HELM President, Chemical Bank & Trust Co.
EDWIN A. BAYLES Dennis, Mass.		FREDERICK B. ADAMS Chairman of the Board, Atlantic Coast Line Railroad Co.	CHARLES A. LOUGHIN Vice President & General Counsel



★ THE HOME ★

Insurance Company

NEW YORK

FIRE • AUTOMOBILE • MARINE

Colomb and Semmelmeier Take Over F.U.A.P. Posts

SAN FRANCISCO — Fire Underwriters Assn. of the Pacific closed its successful 72nd annual meeting by electing R. Lynn Colomb, assistant manager Glens Falls, president, and H. W. Semmelmeier, resident secretary of Planet, vice-president. H. L. Simpson was re-

electd secretary-treasurer.

The meeting came to a close with a banquet with the largest attendance in history. There were nearly 600 there, including several insurance commissioners from zone 6 states who had completed a meeting of their own just two days before.

There were three speakers on the final program. Archibald MacPhail, who was commissioned by the association to write the history of fire insurance in the Pacific coast territory, spoke briefly of the work. Frank C. Colridge, secretary of National Assn. of Insurance Agents,

discussed the development of N.A.I.A. courses and the survey on insurance educational facilities. Mr. Colridge complimented the F.U.A.P. on its leadership in this field.

Talking on "Selling Our Leadership," W. M. Sidebotham, Pacific department manager of National Union, emphasized some newer conditions within the industry. He mentioned that "some states have missed the boat" as regards the new rating laws and the words "unfair discrimination" in the California law have been a principal factor in stimulating the confusion.

There are few buyers of insurance that understand about the lack of capacity, especially large fire and marine risks and automobile insurance, he said. He wondered how many people realize there is high reserve requirements, the prohibition to take credit for non-admitted reinsurance, increased operating costs. Do they know that losses are running at an all time high, that there is a lack of capital and surplus to cushion reserve requirements?

These are some of the things that must be gotten over to the public, he emphasized.

In his annual report reviewing the activities of the association, Hugh S. Coburn, past president, reported that life memberships were given to J. L. Biglen, New York Underwriters; Garland Binder, Commercial Union; R. H. Griffith, Glens Falls; Fred J. Grover, Fire Association; F. A. Henderson, General Adjustment Bureau; Carl N. Homer, Deans & Homer; George V. Lawry, Travelers (retired); George M. Parrish, Hinchman, Rolph & Landis; Marsh Rankin, Aetna; Frank M. Slaker, Pacific Fire Rating Bureau; L. C. Steinmann, London Assurance. Total membership of the association is 856.

Nehring Heads Far West Agents' Group

SAN FRANCISCO—Kenneth Nehring of Arizona and C. M. Putnam of California were elected chairman and vice-chairman, respectively, of the Far West Agents' Conference at the meeting here this year. E. E. Hayden, California Assn. of Insurance Agents, continues as secretary.

The commission problem was the main topic on the agenda with W. P. Welsh, president, and Frank C. Colridge, secretary of N.A.I.A., participating on discussions on regional and national basis.

Monday the advisory committees of Assn. of Casualty & Surety Companies and Pacific Fire Rating Bureau met with the group on various issues which the agents are interested, including provisional form, new rating laws, etc.

Sales Consultant to Speak at N.A.I.A. April Meeting

Gene Flack, sales counsel and director of advertising of Sunshine Biscuits, will give an inspirational sales presentation at the Thursday morning agency sales forum at the midyear convention of National Assn. of Insurance Agents, April 5-8, at Hotel Pennsylvania, New York.

Mr. Flack is president of National Federation of Sales Executives, and chairman of Sales Executives Club of New York.

Mr. Flack has spent 34 years studying salesmanship. He has a colorful style leavened with a sense of humor.

May Move Ontario Office

TORONTO — A movement is reported underway to remove the head office of Ontario Insurance Agents Assn. from Toronto to either Hamilton or London, Ont.

Membership has become increasingly strong in both the London and Hamilton districts the past few years. The manager of the association, Ivor S. Brake, resides in London.

Ontario Local Boards Elect

Wallace Wood has been elected president of Hamilton Insurance Agents Assn., succeeding Walter S. Fraser. G. W. Copeman is vice-president and T. J. A. Fergusson secretary. Percy Halpenny has been elected president of Ottawa Ins. Assn. and R. E. Evans president of Kirkland Lake association.

Liam Long, former treasurer of Assurance Representatives Assn. in Ireland, addressed a dinner meeting of Insurance Women of Toledo.

INSURANCE CALENDAR



On March 15, 1945, four Marines planted the flag on Mt. Suribachi. Three died. But in dying they protected for posterity its everlasting birthright—to live at home, in peace, secure, and free. There are many who contribute to this same birthright of security of the American home, and none are more quietly proud of their own contribution than the leading fire insurance companies of the country.

1946—MARCH hath 31 days

"Fair words never hurt the tongue"

- 1—M.—1867, Nebraska admitted to the Union (37th State).
- 2—Tu.—Last Quarter, 11:35 A. M., E. S. T.
- 3—W.—1847, Alexander Graham Bell, telephone inventor, born.
- 4—Th.—1908, school burned, Collinwood, Ohio, 176 dead.
- 5—Fr.—1933, Reichstag voted Hitler absolute power.
- 6—Sa.—Professional judgment may be better than yours—call on your insurance agent or broker.
- 7—Su.—1879, patent on Bell's first telephone.
- 8—M.—1917, Russian Revolution began.
- 9—Tu.—1860, first Japanese ambassador to U. S. arrived.
- 10—W.—New Moon, 4:15 P. M., E. S. T.
- 11—Th.—1888, start of great blizzard in eastern U. S.
- 12—Fr.—1932, suicide of Ivar Krueger, the Swedish "match king"—in Paris.
- 13—Sa.—1881, Alexander II, Czar of Russia, assassinated in St. Petersburg.
- 14—Su.—1939, Republic of Czechoslovakia was dissolved.
- 15—M.—1922, disastrous 10-alarm fire—business section, Chicago—\$15,000,000 losses.
- 16—Tu.—Adjustment of Chicago claims against companies in Fire Association Group already under way.
- 17—W.—ST. PATRICK'S DAY. 1899, Windsor Hotel Fire, New York City—45 lives lost.
- 18—Th.—First Quarter, 7:27 A. M., E. S. T. 1913, King George of Greece assassinated.
- 19—Fr.—1944, Russians cross Dniester River.
- 20—Sa.—1907, \$6,000,000 loss in Chelsea, Mass. fire.
- 21—Su.—Palm Sunday. First day of Spring.
- 22—M.—To make sure there are no gaps in your property insurance coverage, have your Agent or Broker review your policies now.
- 23—Tu.—1918, Paris bombarded by long range guns at distance of 75 miles.
- 24—W.—1638, Rhode Island purchased from Indians.
- 25—Th.—Full Moon, 10:10 P. M., E. S. T. 1911, Triangle Shirt Waist Co. fire, N. Y. C.
- 26—Fr.—Good Friday. 1902, Robert Sterling McKain born.
- 27—Sa.—1845, Wilhelm Roentgen, X-Ray discoverer born.
- 28—Su.—Easter Sunday.
- 29—M.—1943, rationing of meats, fats and cheeses.
- 30—Tu.—1867, Alaska purchased from Russia, \$7,200,000.
- 31—W.—1854, first treaty between U. S. and Japan.

OBSERVATION for March: Replacement price trends will probably be up for some time to come. This is no time to stand pat on your property insurance... keep in touch with your Agent or Broker!

PROPERTY INSURANCE
Fire-Auto-Marine-Aviation

FIRE ASSOCIATION GROUP

Fire Association of Philadelphia
The Reliance Insurance Company
PHILADELPHIA



Lumbermen's Insurance Company
Philadelphia National Insurance Company
PENNSYLVANIA

SYMBOL OF SECURITY SINCE 1811



Your territory is well stocked with prospects for Sportsmen's Equipment Insurance, and many of them are not aware that this low-cost coverage is available.

Fishing equipment, rifles, shotguns, pistols and accessories, all come under this variation of the Scheduled Property Floater. Many of these items are prized possessions and have a relatively high value. They can be covered individually, by type of equipment—or combined under one policy. Coverage can be either "All Risk", or "Named Perils"—depending on the premium. It is a member of the Inland Marine "family" and the rate structure is uncomplicated.

Sportsmen's Equipment Insurance uncovers many new prospects in almost every community, and offers good fishing to the alert agent. The average man has some outdoor interests. If he doesn't hunt, fish or shoot skeet—he probably plays golf. If you can persuade him to take inventory of his sporting equipment, he probably will be amazed at the size of his investment—and there's your opening! If you have any questions, don't hesitate to call your local Fire Association Group field representative.

Fire Association Group, 401 Walnut Street, Philadelphia 6, Pa. Branches in Atlanta, Chicago, Dallas, New York, San Francisco, Toronto.

HELP YOURSELF...

use the ideas in this Insurance Calendar for your local advertising.

Here is the article which brought comments from insurance men all over the country when it appeared in the February, 1948, issue of "Review", published by Cravens, Dargan & Co.

Reserves Eat up the Surpluses

The problems which fire insurance companies are having nowadays with reserves on the increasing volume of pre-

miums is unearned. 5% is 83 1/3%. The reserve for unearned premiums is 83 1/3% of all the 3-year premiums written that year.

5-year business is illustrated in Diagram C. Allowing 1/2 of the first year's portion of the premium, which amounts to 1/2 of 1/2 of the premium, as earned, we determine that 9/10 of the premium is unearned. 9/10 becomes 90%. Therefore, 90% of each 5-year premium must be put in the unearned premium reserve at the close of the year in which the 5-year policy was written.

Prepaid expenses of the fire insurance companies amount to about 40% on fire and extended coverage business. The prepaid expenses consist of several factors. Among them are the commissions paid to local agents. Local agents receive their full commission out of the premium at the time the policy is written. Another prepaid expense is field supervisory service, whether the field be supervised direct by the home office of the company, by branch office, or by general agent. Still another item of expense which can not be escaped is the state tax which must be paid before the company can receive its permit to do business for another year. There are other miscellaneous expenses, including federal income taxes and the cost of adjusting losses.

The reserve on 1-year business being 50% of the premiums, and the prepaid expenses being 40%, we see that at the end of the year a total of 90% of the premiums must be accounted for. (Diagram D.) This leaves only 10% out of which the company may pay losses and if the losses amount to more than 10% the company must dig into its surplus for the balance.

On 3-year business the company must account for 123% of the premiums. (See Diagram E.) This shows that the company must take 23 1/3% of the premiums out of its surplus in order to be solvent, according to the dictates of the various insurance departments; whatever losses are paid must come out of surplus.

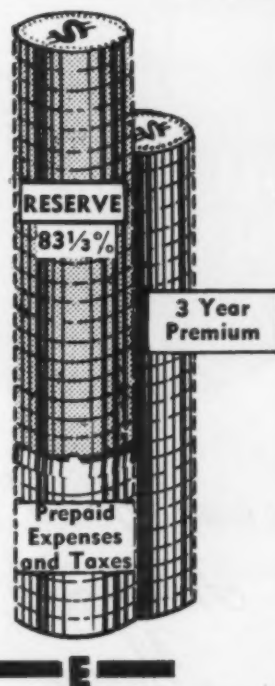
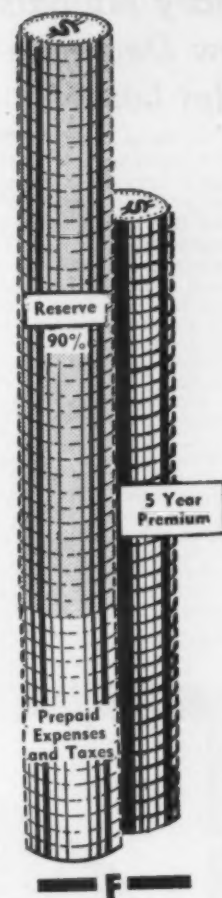
On 5-year business the total of prepaid expenses and reserves is 130%. (See Diagram F). For each \$1.00 written for 5 years the company must take 30 cents out of its surplus to put into reserve. This makes no allowance for any losses paid under the 5-year policies during their first year.

Now let's see how these reserves affect a company's financial statement.

Assume a risk which carries an annual premium of \$100.00 fire and extended coverage. When written for 1 year, the company receives \$100.00, prepaids expenses amounting to \$40.00 and puts \$50.00 in the reserve. This leaves \$10.00 available for payment of losses.

The very same risk written for 3 years carries a premium of \$400.00. The company must take out of surplus 30% of \$400.00, or \$120.00, to keep its unearned premium reserve up to adequate amounts as required by state insurance laws and state insurance departments. And the surplus still has to pay any losses sustained.

From the foregoing it is easy to see that the surplus of a company diminishes rapidly when it writes an increasing volume of business. It is true that as the policies run further some of the reserve put up the first year is released. But a little figuring on the diagrams will show that a 3-year policy must be in force 2 years before the reserve on it gets down to 50%, and a 5-year policy must have been in force 3 years before its reserve gets down to 50%. It is only written in 1943.



when the reserve gets down to about 55% that the company breaks even in a bookkeeping way, without taking into account any allowance for losses paid in the meantime.

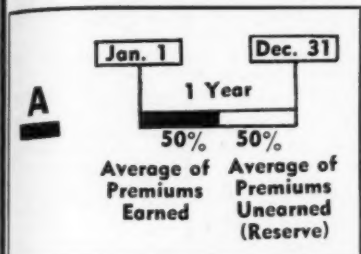
While it may be true that on a sustained level base of written premiums the released reserve from earlier policies will approximate the needed reserve on the new business, the past 4 years in the Southwest each have shown a substantial increase in volume of fire and windstorm premiums. Therefore the reserves have grown. The 1947 premiums should easily show more than double the sum written in 1943.

CRAVENS, DARGAN & COMPANY

Insurance Managers

P. O. Box 1660

Houston 1, Texas

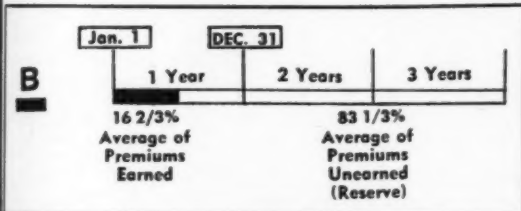


miums may be demonstrated by simple diagrams.

Diagram A illustrates 1-year premiums written during a single year. That premium written at the beginning of the year, on January 1, is fully earned upon the arrival of December 31, when the annual statement must be made. Therefore, no unearned premium reserve is required on such premium.

On the other hand, not a penny of the premium has been earned under a policy which was written December 31. It still has a whole year to run. Its unearned premium reserve is 100%.

Policies written between January 1 and December 31 of the year have varying portions of their premiums earned, according to the dates they were written.

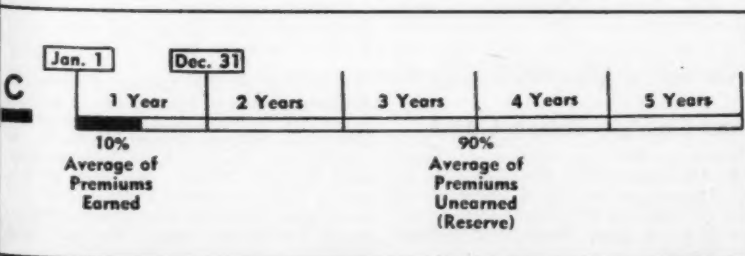


ten; but the average for the year is that half the premiums have been earned, and half are unearned.

The unearned portions must be put in an unearned premium reserve.

For all practical purposes the average unearned percentage on 1-year premiums is 50%.

Coming to 3-year policies and Diagram B, we have a similar situation as to earned and unearned premiums. On December 31, when the annual statement must be made, a 3-year policy which was written January 1 has earned 1/3 of its full 3-year premium. (See Diagram B.) That policy which was written December 31 has earned none of its 3-year premium. The average is 1/2 of 1 year's premium, or 1/2 of the 3-year premium. An average of 1/2 of the 3-year premiums



of insurance
ack of capac-
marine risks
he said. He
realize there
nts, the pro-
non-admitted
erating costs
re running at
e is a lack of
shion reserve
things that
he public, he
reviewing the
on, Hugh S.
orted that life
J. L. Biglen,
Garland Bind-
H. Griffith,
ver, Fire As-
son, General
N. Homer,
e V. Lawry,
e M. Parrish,
ndis; Marsh
Slaker, Pa-
L. C. Stein-
Total mem-
s 856.
s Far
Group
enneth Neh-
F. Putnam of
hairman and
of the Far
at the meet-
E. Hayden,
ance Agents.
em was the
with W. P.
ank C. Col-
A., partici-
onal and na-
committees of
y Companies
Bureau met
issues which
cluding pro-
laws, etc.
o Speak
eting
el and direc-
hine Biscuits,
ales presenta-
ing agency
r convention
ance Agents,
ylvania, New
of National
ecutives, and
ives Club of
years study-
as a colorful
of humor.
Office
ement is re-
ve the head
Agents Assn.
Hamilton or
increasingly
n and Ham-
years. The
on, Ivor S.
ds Elect
elected pres-
-ance Agents
S. Fraser, G.
resident and
ry.
elected pres-
a. and R. E.
d Lake asso-
er of Assur-
in Ireland
of Insurance

Factory Mutuals Show Decrease in Net Losses

Total net losses in 1947 of Associated Factory Mutuals were \$8,274,000, which represents a decrease of nearly \$200,000 from the previous year. Insurance in force now totals \$25,101,900,000, a gain of \$4,078,000,000, or 19%. There are 18,240 properties insured and the average amount at risk is \$1,375,000.

The net loss ratio for \$100 insured in 1947 was \$3.62, as compared with \$4.18 in 1946. In 1946 the factory mutuals had \$2,200,000 fire loss on a Langley, S. C., cotton mill. Last year the largest net loss was approximately \$430,000 of machinery and jute at a Texas City warehouse.

Fire, alone accounted for a loss of \$5,147,000. Outside of Texas City there were only four losses exceeding \$100,000 on 3,891 fires. One large loss of \$200,000 occurred in a building largely of non-combustible construction and occupancy, and involved oily deposits and asphalt coated metal roof sheets. Two large losses were experienced where sprink-

lers had not been installed in sufficient time.

There were 211 explosions reported with net losses totaling \$491,000. Lightning losses in 289 cases cost \$172,000. The largest, estimated at \$30,000, followed a lightning surge where a feeder not protected by lightning arresters, and resulted in extensive damage to a plant switchboard.

There were 491 claims for sprinkler leakage with net losses totaling \$336,000. The largest was \$58,000 in a textile plant where a large belt slipped from a pulley wrapped around a sprinkler pipe and broke it off.

Wind damage was considerably higher with 1,048 claims and a loss of \$725,000. The Ohio valley storms in January lifted several unanchored roofs at a large agricultural equipment plant, causing \$73,000 damage. The Florida and Gulf states hurricane caused damage of \$32,000.

Use and occupancy losses totaled \$1,318,000. The largest resulted from complete shut down of one of the processes at a chemical plant when liquids overflowed a reactor and fire damaged the equipment and structure.

The potentialities of losses under the riot and vandalism coverage were illustrated by a \$40,000 damage caused by

youths who broke into a radio tube plant and upset cases containing 720,000 miniature tubes, all of which had to be re-tested and repacked before shipment.

The Factory Mutuals have increased their staff of inspectors by 21 during the year.

Insurance Men Have Big Role in Ill. Conference

The governor's fire prevention conference in Illinois was well staffed with insurance men. Richard E. Vernor, fire prevention manager of Western Actuarial Bureau, was general chairman.

W. W. Hamilton, manager Chicago Board, is chairman of the committee on laws and law enforcement; Abe Gent, Illinois Inspection Bureau, heads the committee on fire fighting services, and Elmer Reske, manager Cook County Inspection Bureau, is chairman of the committee on public information and support.

The conference was held this week at Springfield.

Veum New Local Agent

John E. Veum, Jr., for 18 years with Travelers at Minneapolis and more recently assistant casualty manager at Milwaukee, has joined the Forst & Goan agency at Milwaukee as a member of the firm. He will specialize in casualty lines.

Piner Asst. Loss Manager

L. Franklin Piner has joined American in the western department at Rockford, Ill., as assistant manager of the loss department. Mr. Piner for the past 20 years had been in the loss department of North British at Chicago.

Stamaty Cartoons Utilized

Arizona Trust Co. of Tucson, which sells all types of insurance, is using in window displays ideas taken from the cartoons by Stanley Stamaty in THE NATIONAL UNDERWRITER. This represents a new use of these cartoons which have already been put to use by readers in direct mail and newspaper advertising and in company sales promotion activity and house organs.

Schmuck D. C. Speaker

Edward J. Schmuck, general counsel Acacia Mutual Life, will speak at the March 15 meeting of Insurance Club of Washington. Mr. Schmuck represented the industry before the Auchincloss committee on the home rule bill for the District of Columbia.

Also on the agenda is a vote to change the name of "District to Columbia Assn. of Insurance Agents."

Ben Jones on Circuit

Ben Jones of the Lawton-Byrne-Bruner Agency of St. Louis is addressing the Insured Members Conference at Kansas City March 16 on "What Will U. & O. Insurance Do For Me?"

The previous day Mr. Jones will give the same talks to the St. Joseph Insured Members Conference.

Billings Airport Loss

Loss is estimated at \$100,000 in a fire that destroyed a large hangar at municipal airport of Billings, Mont. The Gillis and Lynch flying services said they lost about \$75,000 worth of parts and equipment. The city lost six garages, a tractor, road oiler, sprinkler and grader. The hangar was insured for \$33,000 and the garages for \$2,800.

Hear Canton Police Chief

Insurance Board of Canton, O., heard J. B. Quilligan, chief of police, talk on the "Importance of the Cooperation of Civic Groups in Accident Prevention." The N.A.I.A. film, "Your Best Policy," was shown.

Board Votes in Favor of 20% Flat Brokerage Scale

Members of the Chicago Board at a special three-hour meeting last Tuesday by an overwhelming majority voted favorably on the proposal of directors to change the brokerage commission rule from 15 and 25% to an "advisory" rule of 20% flat. This and the other decisions reached at that time are subject to mail vote before becoming official.

It was voted to establish 5% as the remuneration for policywriting for all agents whether they be sub-agents or supervising agents over and above the 20% brokerage, and the management compensation of supervising agents is to be a matter of negotiation between the agent and company.

No Territorial Restrictions

All territorial restrictions as to qualification for the supervising agent designation were removed as well as intra-city territorial distinctions in the commission scale.

The designation of "suburban" agent was changed to "sub-agent" and the previous provision that such agent had to be located outside the principal city district of Chicago was removed.

The agency limitation rule remains at five and also it was decided to hold to the requirement that a supervising agent must represent at least three fire companies or to be the sole agent of at least one company. Also it was decided to retain the qualification that a supervising agent shall be "principally" engaged in the insurance business.

A freeze rule was adopted in recognition of the trend to intra-fleet consolidations. It provides that following such mergers, a company group may have for its remaining unit or units as many agents as it had before the consolidation but that thereafter it may not replace any agents that are lost or dropped.

Prior to the meeting, leaders in the board had conferences day by day with small groups of supervising and suburban agents to review the proposals.

Due to the fact that the meeting lasted so long, a number of the members had to leave before it was over and last week's article, which was incorrect in several particulars, was based upon reports from those who left early.

Mayor Blocks Lloyds Cover

Proposed London Lloyds cover on the taxis in Youngstown, O., was ruled out by Mayor Henderson. He said the city should deal with new insurers and see that they are authorized to do business in Ohio.

Set N. Y. Meeting Dates

The annual convention of New York State Assn. of Insurance Agents will be held May 2-4 at Hotel Syracuse, Syracuse.

Winchester to Speak on Loss

P. M. Winchester, eastern general manager of General Adjustment Bureau, will speak on U. & O. loss adjustments at the joint meeting March 15 of the Rochester Board and Rochester Field Club.

Pa. Annual Meet Sept. 19-21

Pennsylvania Assn. of Insurance Agents will hold its annual meeting at Bedford Springs Sept. 19-27.

Secretary of Agriculture Clinton P. Anderson, who in private life is a local agent at Albuquerque, and head of Mountain States Mutual Casualty, is considering possible candidacy to succeed Senator Hatch. He says he has talked with President Truman and will do so again about it. Hatch is retiring to go on the federal bench. Mr. Anderson formerly served in the House.

EST. 1865

MILLERS NATIONAL INSURANCE COMPANY

EST. 1876

ILLINOIS FIRE INSURANCE COMPANY

Fire and Allied Lines

Automobile

Marine

HOME OFFICE... CHICAGO

EASTERN DEPT. ... PHILADELPHIA

PACIFIC COAST DEPT. ... SAN FRANCISCO

Flat Tire

Board at a last Tuesday city voted for directors to commission rule advisory" rule other decide subject to official. 5% as the sitting for all sub-agents or above the management agents is to between the

as to qualifi- gent designa- as intra-city e commission

urban" agent and the pre- agent had to ipal city dis-

e remains at d to hold to rvising agent ee fire com- agent of at was decided hat a super-ncipally" en-ness.

d in recogni-et consolida- lowing such may have for ts as many consolidation not replace dropped.

aders in the by day with and subur- oposals. eeting lasted members had er and last incorrect in ed upon re- early.

s Cover

cover on the was ruled out said the city rers and set do business

ates

f New York agents will be acuse, Syra-

k on Loss

ern general istment Bu- loss adjust- March 15 of d Rochester

pt. 19-21

nsurance d meeting at

Clinton P. life is a local and head of Casualty, is lacy to suc- says he has an and will is retiring to r. Anderson se.

ANOTHER TRAFFIC DEATH AND TWO WRECKED CARS BECAUSE SOMEONE TOOK A CHANCE!

More than 98% of all automobile fatalities need never have occurred. Less speed and more care would have prevented this one.



FIRE-MARINE-CASUALTY-SURETY
Loyalty Group
INSURANCE

Firemen's Insurance Company of Newark, N. J.
Organized 1833

The Girard Fire & Marine Insurance Company
Organized 1833

National-Ben Franklin Fire Insurance Company
Organized 1866

The Concordia Fire Insurance Co. of Milwaukee
Organized 1870

Milwaukee Mechanics' Insurance Company
Organized 1833

Royal Plate Glass & General Ins. Co. of Canada
Organized 1906

The Metropolitan Casualty Insurance Co. of N.Y.
Organized 1874

Commercial Casualty Insurance Company
Organized 1909

Pittsburgh Underwriters - Keystone Underwriters

HOME OFFICE • 10 PARK PLACE • NEWARK 1, NEW JERSEY

Western Department
120 So. LaSalle St.
Chicago 3, Illinois

Foreign Department
111 John St., New York 7, New York
206 Sansome St., San Francisco 4, Calif.

Canadian Departments
535 Homer St., Vancouver, B. C.
465 Bay St., Toronto, Ontario

Southwestern Dept.
912 Commerce St.
Dallas 2, Texas

Pacific Department
220 Bush St.
San Francisco 4, Calif.

McIntyre, Blomgren, Wessendorf Are Now Secretaries

SPRINGFIELD, MASS. — Election of three younger generation executives in the western department of Springfield F. & M. as secretaries took place at the annual meeting here Tuesday. They are: Lyman McIntyre, who has been assistant secretary; Roy Wessendorf, formerly inland marine manager, and Roy Blomgren, former auto superintendent.

Franklin Sanders was elevated to financial secretary of all the companies in the group at the head office. He was formerly assistant treasurer. Harlan T. Pease is the new assistant treasurer of the fire companies. He was auditor.

Howard G. Riley, head of the fidelity-surety department, was elected assistant secretary of New England Casualty.

The directors gave the officers authority to engage in multiple line underwriting at their discretion. There is no immediate intention to embark on such a course, however.

Hyfield to Loyalty Group

INDIANAPOLIS—Ivan A. Hyfield, special agent of W. P. Ray & Co., general agency for several years, has become special agent of the Loyalty group companies in Indiana. Prior to his connection with the Ray agency he had been a special agent of the Stone, Stafford & Stone general agency of the Employers' group in Indiana.

County Cannot Contribute to Plan

County employees are entitled to participate in group insurance plans for health and hospitalization, but county funds may not be used to pay premiums or incidental expenses, was the opinion

handed down by the Texas attorney general. The attorney general also held that county auditors may not collect and pay premiums for a group consisting of county employees.

The last legislature named county employees as eligible for group A. & H. plans.

Night Course at Lansing

LANSING, MICH.—John G. Goodell of Lansing Insurance Agency is directing a night school course in insurance at Technical high school here, confined to property coverages, which is to run for 20 weeks. It is expected that some students will wish to prepare for the C.P.C.U. examinations.

Open Inland Marine Office

Phoenix of Hartford has opened an inland marine office in the Commonwealth building, Pittsburgh, with Regis J. Meiser as manager, and Wilbert N. Hutchinson, assistant manager. Mr. Meiser has been with Phoenix in Pittsburgh for many years, and Mr. Hutchinson has been in the home office.

Thompson Talks to Youths

Merle J. Thompson, manager of accident and health department of Standard Accident, spoke before an assemblage of high school students on a program aired over station WWJ, Detroit. Mr. Thompson explained the different types of insurance, their place in the economy, and discussed employment opportunities.

Paul Lange, Jr., head of the Lange & Co. class 1 agency of Chicago, recently returned from a vacation with his wife and son, Paul, at Miami Beach. Father and son spent some time in a charter boat and the younger man pulled in a 40 pound king fish which he is having mounted as a trophy.

Coffin Ind. State Agent of Providence Washington

Ross E. Coffin has been appointed state agent of Providence Washington



Ross E. Coffin

for Indiana to work with State Agent Herman A. Pfister. Each will have full jurisdiction for the state. Mr. Coffin entered insurance in a local agency at Linton, Ind., then became special agent of North America for Indiana and West Virginia. He was called to the home office in the marine department, was transferred to New York and later to Chicago in the marine department. For a time he handled the marine department of North America for Indiana, Kentucky and Tennessee and in 1937-38 was in charge of the marine department of the Gregory & Appel agency in Indianapolis. At that time he served as president of Indiana Assn. of Insurance Agents. He conducted a general agency for a time, then was manager of Agents Finance Co., which position he held until last year.

Wakefield Bureau Manager

E. A. Wakefield has been appointed general manager of Fire Underwriters Investigation Bureau of Canada. He formerly was with the Royal Canadian Mounted Police and more recently has been with the bureau at Regina and Montreal.

Myers in Dual Post

DES MOINES—Keith Myers, manager of Iowa Farm Mutual, has been appointed to serve also as manager of Iowa Mutual Hail. Both companies are operated by Iowa Farm Bureau Federation.

Lutz Agency Changes

J. E. Lutz & Co., Knoxville local agency, has elected A. F. Goddard a director. Barnett Kenimer becomes assistant secretary; W. N. Llewellyn cashier; Sam Arnold, Jr., and Claude Byrd, Jr., agency assistants.

Schatz Now Vice-President

A. L. Schatz has been advanced from secretary to vice-president of American Indemnity and American Fire of Galveston. He has been with the organization for many years in charge of the fire department.

First Dividend on Canton Mutual

The Massachusetts supreme court has authorized payment of a first dividend of 30% to creditors of the bankrupt Canton Mutual Liability. Commissioner Harrington, who is receiver, will distribute \$90,631 among 1,189 creditors, whose total claims are \$295,072. The company has been in receivership since 1938.

Black Handles Wash., Ore.

Robert J. Black has been appointed manager of Republic of Texas in Washington and Oregon, succeeding Robert H. Hastings, transferred to San Francisco as district manager for northern California.

Mills to Hartford Marine Post

Walter S. Mills has joined the metropolitan marine department of Hartford Fire at San Francisco. He has for the past 16 years been with Home of Hawaii.

Frank H. Moore has been made a vice-president of C. J. Simons & Co., Newark. He joined the agency in 1943 as manager of the accident and health

department and was soon promoted to supervisor, then became manager of the group and pension trust department. Simons & Co. represents Continental Assurance in that field.

Port Huron Agents Elect

PORT HURON, MICH.—Loren Black, Sr., has been elected president of Port Huron Assn. of Insurance Agents, succeeding W. A. Povenz of the Moore, Wright Co. Vice-president is Daniel L. Morgan, also of Moore, Wright, and secretary, Bud McMartin of the McMartin agency.

Recall Extinguishers

Pyrene Manufacturing Co., Newark, is recalling for replacement more than 500,000 of its hand fire extinguishers sold to the public. According to the company "an elusive and persistent corrosive in the extinguisher fluid—supplied by an outside manufacturer—has severely damaged some of the recalled extinguishers and would probably affect others in time."

An advertising campaign began this week in newspapers throughout the country listing the serial numbers of the extinguishers that should be returned for replacement. In addition the company wants all refills purchased before Jan. 1 returned for replacement.

NEWS BRIEFS

W. H. Sparks, special agent of State of Pennsylvania, addressed the Stock Fire Insurance Speakers Assn. in Columbus recently on extra expense insurance.

S. Gundelfinger, superintendent of the statement analysis division of the California department, is retiring April 1, having reached the retirement age under state regulations. He has been with the department since 1925 and will be succeeded by Leo Sellinger.

Henry E. Gage, 70 retired superintendent of agency accounts Phoenix of Hartford, died Monday night at his home. He joined Connecticut Fire in 1893 and retired 54 years later. While he was with the company it became a part of the Phoenix-Connecticut group.

He was for 42 years secretary of the veteran joint memorial committee and had charge of the location and decoration of graves of all war veterans buried in Hartford.

Mrs. Anna S. Wolf, Jersey City local agent, is the first woman to head the Jersey City Real Estate Board.

Rex O'Neill, manager of the Massena, N. Y., office of the Sid Spear agency, has been appointed manager of both the Malone and Massena offices, to succeed Irving D. Kelpy, resigned.

Thirty members of the Lincoln Insurance Women's Assn. heard Richard Flinn, director of the Lincoln and Lancaster county safety council, discuss safety at a dinner meeting.

V. D. Gelabert at Ottawa, Kan., bought the J. L. High agency.

Jesse L. Harris at Wellington, Kan., bought Worden Realty Co.

UNDERWRITER

A well established midwest general agency is in need of a man for its underwriting activities in Automobile and Inland Marine departments. Here is an exceptional opportunity to become associated with a progressive agency. Experience in these lines is required. If you qualify, write or call us for details.

Company Pays Fee

FERGASON PERSONNEL

Insurance Personnel Exclusively
330 S. Wells Har 9040



Once upon a time people mistakenly thought leprechauns could lead them to hidden treasure. It is no myth today that insurance agents can lead to the proper protection of real treasures—homes, business, savings accounts, credit — by outlining modern insurance programs for their clients. Springfield Group business promotion items can help do this.

THE SPRINGFIELD GROUP

SPRINGFIELD FIRE & MARINE INSURANCE COMPANY
CONSTITUTION DEPARTMENT
SENTINEL FIRE INSURANCE COMPANY
MICHIGAN FIRE & MARINE INSURANCE COMPANY
NEW ENGLAND FIRE INSURANCE COMPANY

SPRINGFIELD, MASS.
SPRINGFIELD, MASS.
SPRINGFIELD, MASS.
DETROIT, MICH.
SPRINGFIELD, MASS.

OF FIRE INSURANCE COMPANIES

Move to Drop Gross Earnings U. & O. for Service Risks

Eastern Underwriters Assn. has recommended that use of the mercantile gross earnings business interruption form be prohibited for non-manufacturing risks. Action along these lines by at least some of the rating organizations in E.U.A. territory is expected.

Use of this form for risks in the "service" class—hotels, garages, bowling alleys, etc.—has been a sore point ever since it was authorized several years ago and has caused confusion and some bitter differences of opinion. The trouble has been over the definition of "gross earnings" and the amount of insurance needed to comply with the coinsurance requirement.

Designed for Stores

The mercantile gross earnings form—several years older than the manufacturing form—was drawn up specifically for stores. Insurance is based on 50% or more of the difference between the store's gross income and the cost of merchandise. This is clear enough with a store and, in most cases, the amount of insurance required has been in line with the exposure.

With "service" risks, however, the amount of merchandise handled is a small fraction of the insured's business and a literal interpretation of the definition of "gross earnings" meant that very little would be deducted from income to determine the amount of insurance required. The biggest item of "service" risks is ordinary payroll, which is not deductible. Some underwriters have adopted a very broad interpretation, instructing agents to deduct various expenses going into the delivering of service. With a hotel, for example, they have deducted items such as cost of linens, dishes and other equipment which need replacement. Others have maintained that the form means what it says and that, with the same risk, only the invoice cost of food should be deducted.

Conflicts in Losses

The real trouble, apart from competitive pressure, stems from the fact that many such risks are now beyond the capacity of one company. An agent, for example, may sell a line and place it in a company which has told him to rely upon a liberal interpretation. Needing more coverage, he may place more in a company which does not take this position—and may not know the circumstances under which the other company accepted the insurance. Or the insured may divide protection among two or more agencies. In case of a loss, the adjuster—and the insured—would be faced with the sour proposition of trying to get companies to reconcile conflicting views, perhaps with all parties acting in good faith.

Observers have felt for some time that only a special form for non-manufacturing risks, with language specific on this point, would clear up the situation. This recommendation may be the first step in that direction. Many experts have taken the position that, under present conditions, only the 80% two-item coinsurance form, with separate cover on ordinary payroll, if desired, should be recommended for "service" risks.

Finke Ore. Surplus Line Head

PORTLAND, ORE.—J. E. Finke of Portland, Ore., was elected chairman of the executive committee of Surplus Line Assn. of Oregon at the annual meeting. Bart Waterbury of Rathbone, King & Seeley was named vice-chairman, and Don Grew of Charles W. Sexton Co., secretary-treasurer. Also named to the committee were Addison P. Knapp of Jewett, Barton, Leavy & Kern, H. R. Drinker

of Metzger-Parker, Elwyn A. Wride of Hansen & Rowland, and F. Warren Munro of Dooly & Co.

Retiring Chairman George F. Newlands reported that the association had employed W. F. Leary as arbitrator, and that owing to increased expenses of administration the association is instituting an assessment of 1/2% on all new and renewal premiums written on and after March 1, 1948. The members are required to pay an advance deposit based on 1946 surplus line writings, but not less than \$25 annually. Adjustments to the 1/2% figure is to be made after 1948 writings have been reported

to the state insurance department for taxes.

Accountants Meet at N. Y.

NEW YORK—Insurance Accountants Assn. met here to discuss problems presented by the preparation of annual statements in the last few months. The group has not met since December because of statement work.

Develops Acid Proof Wiring

MINNEAPOLIS — Glenn Rowell, Fire Underwriters Inspection Bureau, is credited with developing an acid-resist-

ant covering for wires which is expected to do much in preventing barn fires on farms. His covering has been approved by American Society of Agricultural Engineers.

For many years barn fires caused by short-circuiting of wires have been common. Ureol acids, sulphuric acids and ammonia fumes corroded the wire covering, causing the short-circuits.

To Build New Home Office

ST. PAUL—Farm Owners Mutual, which specializes in turkey underwriting, will erect a new home office building here at a cost of \$150,000.

In 1863—eighty-five years ago—Fireman's Fund Insurance Company began operations in San Francisco.

in 1867—eighty-one years ago—the company entered the field of marine insurance.

in 1872—seventy-six years ago—its Western Department was launched in Chicago.

in 1885—sixty-three years ago—its Eastern Department was organized in Boston.

in 1895—fifty-three years ago—its Southern Department was established in Atlanta. In the same year its Atlantic Marine Department began operations in New York.

in 1906—forty-two years ago—Fireman's Fund wrote its first automobile insurance policy. It was the first to write this line on a nationwide scale.

in 1930—eighteen years ago—the launching of Fireman's Fund Indemnity Company completed a group of five companies having a reputation for strength, permanence and stability.

today, Fireman's Fund Group—with a long record of successful operations—offers producers multiple-line facilities plus the services of experienced insurance men whose knowledge of local conditions can be of cash register value to agent and broker. The companies of Fireman's Fund Group maintains service offices in sixty-nine cities throughout the United States and Canada.

ALBANY
ALBUQUERQUE
ATLANTA
BIRMINGHAM
BOSTON
BRIDGEPORT
BUFFALO
CHARLESTON, W.V.
CHARLOTTE
CHICAGO
CINCINNATI
CLEVELAND
COLUMBIA
COLUMBUS
DALLAS
DENVER
DES MOINES
DETROIT
FARGO
FRESNO
GRAND RAPIDS
HARRISBURG
HARTFORD
HELENA
HOUGHTON
HOUSTON
INDIANAPOLIS

KALAMAZOO
KANSAS CITY
LITTLE ROCK
LOS ANGELES
LOUISVILLE
LUBBOCK
MANCHESTER
MILWAUKEE
MINNEAPOLIS
MONTREAL
NASHVILLE
NEWARK
NEW HAVEN
NEW ORLEANS
NEW YORK CITY
OKLAHOMA CITY
OAKLAND
PHILADELPHIA
PHOENIX
PITTSBURGH
PORTLAND, ME.
PORTLAND, ORE.
PROVIDENCE
RENO
RICHMOND
SACRAMENTO
SALT LAKE CITY
SAN ANTONIO
SAN FRANCISCO
SEATTLE
SIOUX FALLS
SO. NORWALK
SPOKANE
SPRINGFIELD
ST. LOUIS
SYRACUSE
TAMPA
TORONTO
TOPEKA
WASHINGTON
WICHITA
WILMINGTON
WINNEPEG

FIREMAN'S FUND GROUP

Fireman's Fund Insurance Company
Fireman's Fund Indemnity Company
Home Fire & Marine Insurance Company
Western National Insurance Company
Western National Indemnity Company

Head Office: SAN FRANCISCO... Departmental Offices: NEW YORK • CHICAGO • BOSTON • ATLANTA • LOS ANGELES

ITER

rest general
man for its
in Automo-
ne depart-
exceptional
associated

ncy. Expe-
s required.
call us for

Fee
CONNEL
clusively
Har 9048

"HERE'S WHY I'M
PROUD TO BE AN
INSURANCE MAN"



"It would have done your heart good to see Mrs. Jones' face light up when I handed her a Pacific National draft covering her fire loss. And the way Bill Smith sighed with relief when I informed him of the protection his Use and Occupancy policy was going to afford him. Yes, we help hold things together for our friends and neighbors... we agents and brokers... and companies like the Pacific National with its friendly and wide-awake people."



**PACIFIC
NATIONAL
FIRE INSURANCE
COMPANY**

HOME OFFICE • SAN FRANCISCO
EASTERN DEPARTMENT • PHILADELPHIA
OFFICES IN PRINCIPAL CITIES
COAST TO COAST

New E.C. and Sprinkler Leakage Rating Plan Devised in N. E.

New England Fire Insurance Exchange has announced a new system for arriving at extended coverage and sprinkler leakage rates for superior risks. This sets up standards of qualification and takes the place of the relief rules that were abrogated last December by Allied Lines Assn.

A rating association will promulgate reduced rates for extended coverage endorsement No. 4 for risks qualifying under the new rule. The amendment has been approved by Connecticut and Vermont already.

It is now provided that the association may allow a credit up to 50% with a minimum of .015 for the final 80%, for individual risks presenting superior features of design, construction and arrangement, that are in good state of preservation and repair with acceptable wind resistive characteristics, moderate or well protected explosion hazard, with approved automatic sprinkler system where deemed necessary, superior management and maintenance, satisfactory watch service or its equivalent.

Also there has been issued a new sprinkler leakage supplemental contract form No. 100. The old E.C. 3 that was

known as the no common interest class, which has now been done away with, included sprinkler leakage coverage without additional charge. Now an additional premium is required for sprinkler leakage to be written in connection with E.C. 4. However, if the risk qualifies in the hazard measurement section of the manual, reduced rates for sprinkler coverage may be promulgated. The qualifications are that the construction of a building is superior to that contemplated in the schedule or exceptional care is taken in the handling and storage of stock. The rate reduction may amount to as much as 50%, it is stated.

On risks where the old E.C. 3 contracts are still in force, E.C. 4 and the sprinkler leakage contract No. 100 may be substituted on outstanding policies covering the same risk to run to expiration without additional charge.

Even with these changes, the costs will still be higher than they were under the old E.C. 3 form. It is estimated that the amount by which the rates for superior risks were increased as a result of the abolition of the relief rules, will now be reduced by about 50%.

Story of 1947 for American Group Is Set Forth

Total fire and casualty writings of the American group in 1947 were \$53,246,283 and consolidated assets were \$92,029,471.

The parent company had premiums of \$40,424,408, a gain of \$5,578,793. The statutory underwriting loss before federal taxes was \$1,815,739.

Investment results were favorable. Dividends and interest received totaled \$1,692,636, which included \$289,993 paid by the affiliated companies. Profit of \$576,718 was realized from sale of securities, making total investment income \$2,269,354.

The investment portfolio sustained a depreciation in market values from the previous Dec. 31 of \$2,915,325.

The net gain from operating after federal taxes was \$443,614.

Surplus on a convention basis was \$22,757,929 and includes \$6,956,292 from a total of \$8,612,552 acquired from the sale of additional shares. Capital was also increased from \$3,343,740 to \$5 million, making policyholders' surplus \$27,757,929.

Bankers Indemnity wrote \$11,224,914 in premiums, a gain of \$3,036,003. Reserves for losses were increased \$1,158,291 and premium reserve was \$1,215,978 higher. The statutory underwriting result was a loss of \$900,559. Income from investments and profit from sale of securities totaled \$386,703. The parent company contributed \$1½ million to surplus, bringing surplus to \$3 million which with capital of \$1 million and a general voluntary reserve of \$580,669 provides a policyholders' surplus of \$4,580,669.

Daniel & Henry Change

The prominent Daniel & Henry Co. agency of St. Louis announces its incorporation. The president and treasurer is Carl P. Daniel, who is president of National Assn. of Casualty & Surety Agents. Secretary is James F. Gamble, and vice-presidents are Lyman F. Barrows, Richard E. Bockenamp, Milton H. Johnson, Leonard P. Megginson and Elliott M. Whitbread. These men have been associated with Mr. Daniel for many years and have been substantial producers except Mr. Gamble, who has functioned as head of the underwriting department.

Mr. Daniel acquired the partnership

interest of the late Jesse P. Henry in 1939 and has operated the agency on a sole proprietorship basis until now.

Plan 13 Iowa Meetings

DES MOINES—Iowa Assn. of Insurance Agents will hold a series of 13 educational meetings in March. The schedule includes: Council Bluffs March 9, Sioux City March 10, Spencer March 11, Mason City March 12, Waterloo March 15, West Union and Dubuque March 16, Davenport March 17, Burlington March 18, Ottumwa March 19, Cedar Rapids March 22, Fort Dodge March 23 and Des Moines March 24.

Withdraws NLRB Petition

WASHINGTON—National labor relations board has permitted Edwin Baisley, an employee at the New York warehouse of Underwriters Salvage Co., to withdraw his petition for an election with a view to de-certifying a local of the CIO-Retail, Wholesale & Department Store Employees as bargaining agent of the company's employees.

NRLB split on the case, the majority holding to its 10-year policy of not hearing evidence on alleged unfair labor practices in an election petition proceeding. Members Reynolds and Gray said the board should hear evidence on charges of coercion.

Barton Greenberg to Agency

Barton Greenberg has become associated with the insurance department of Harry A. Wolf Co. of Omaha of which his father, J. J. Greenberg, is general manager. He attended Iowa State college, and graduated at University of Nebraska school of business administration. He was in the army air forces during the war and just recently graduated in the insurance course of North America.

Installment Figure Corrected

In the article in the March 4 edition reporting the elimination of the discount on general liability, burglary and glass policies written for a three year term, with premiums payable on the installment basis, it was erroneously stated that assured desiring to do so could still buy a three year term contract and pay three full annual premiums in installments of 50% the first year and 30% each the second and third years. This was a typographical error. The original installment is 40% of the three year premium.

Fireman's Fund Group Premiums \$90 Million

SAN FRANCISCO—Combined premiums of the five companies of the Fireman's Fund group in 1947 amounted to \$90,123,000 compared with \$87,657,000 in 1946 and \$58,626,000 in 1945.

The parent company's premiums were \$54,039,000. There was an underwriting loss of \$2,373,000 on fire and allied lines and an underwriting profit of \$1,757,000 on marine business. The underwriting loss on automobile was \$542,000. Premium reserve totaled for all lines \$38,742,000 compared to \$28,353,000 at the end of 1946. Assets are \$122,037,000 compared to \$106,605,000 while surplus is \$42,790,000 compared with \$43,360,000.

Casualty premiums gained materially. There was an underwriting loss of \$930,000.

Roy Murphy is opening an agency at Shennandoah, Ia. He was with Security Trust & Savings Bank there several years and for 15 years was with the E. R. Lougee agency of Council Bluffs.



**TODAY'S VALUES
and INSURANCE
COVERAGE**

War-time prices did things to present insurable values. Revised insurance coverage requires new appraisal.

**The AMERICAN
APPRAISAL**

Company

Over Fifty Years of Service

OFFICES IN PRINCIPAL CITIES

**A PLACING OFFICE
For Your
UNUSUAL LINES**

INCLUDING

TAXI CAB (ALL COVERAGES)

LONG HAUL (FIRE, THEFT & COLLISION)

We Invite Your Inquiry

STAUNTON-GLOVER & CO.

1440 Insurance Exchange
Chicago 4, Ill. HAR. 5807

American Coverage Increasingly Popular with Foreigners

The American management groups for foreign business and the individual American companies which are entered overseas are writing increasing quantities of "native" and non-American business in the quieter countries and are increasing their agency representation in "American sphere" nations. There are many good foreign risks not owned by Americans which are now actively seeking American coverage, because their proprietors have more faith in the American dollar than in their own currencies.

In Great Britain several American companies have been recently entered by management groups and to increase agency capacity. Great Britain has never prohibited non-admitted business, so that there has been some British business placed both in the home islands and overseas in non-admitted American insurers.

The management groups seldom enter all their companies in any one country, because deposit requirements for each of the companies would be prohibitive. They have been increasing the number of their companies in western Europe and South America so that they can enlarge native agency forces there. The popularity of American coverage with native and non-American interests in most countries is not necessarily because it is cheaper or broader coverage because American groups and companies are careful to adhere closely to underwriting rules in foreign countries.

Overseas branches of American insurers and groups have become increasingly sales minded. They continue to service American risks, but also solicit business direct and supervise native agencies in their areas.

New Credit Insurance Booklet Is Published

American Credit Indemnity has gotten out a new booklet explaining credit insurance for brokers. It is prepared in form for ready filing. The cover is file size with a tab.

Material presented in the booklet covers salient features of credit insurance. Copies are available to general insurance agents on request to American Credit at First National Bank building, Baltimore.

Judges Are Selected

Judges for the original article contest sponsored by "American Agency Bulletin" will be the three immediate past presidents of N.A.I.A., they being Guy T. Warfield, Jr., Baltimore; Hunter Brown, Pensacola; W. Ray Thomas, Pittsburgh. The contest, open to N.A.I.A. members, closes April 8.

Wis. Local Agency Demonstrates Hazards

The George G. Newton agency of Superior, Wis., was publicized in the "Evening Telegram" of that city for practicing what it preaches. In the display window in the front of the office there was a sign advertising fire and windstorm insurance, and this is lighted by a spotlight. The other night a storm blew in the big plateglass window, and the next afternoon the spotlight caused a short circuit which in turn resulted in a fire. The agency was quoted as saying that it had all the necessary kinds of insurance to cover the loss and in sufficient amount.

Interregional Parley on U. & O. Set for Chicago

Representatives of the major fire insurance regulatory organizations will hold a conference on business interruption insurance March 17-18 at Chicago. These sessions have been held regularly for several years and have been responsible for eliminating many of the territorial differences in this coverage which have annoyed insurance buyers. They have been sponsored by Insurance Executives Assn. Among the subjects to be discussed at Chicago is the use of the

mercantile gross earnings form for non-manufacturing risks.

Columbus Tax Status in Doubt

COLUMBUS, O.—City officials here have not yet reached a decision, it is stated, as to whether insurance companies are subject to the Columbus income tax ordinance, effective Jan. 1. Companies generally contend that they are not subject to the tax. A declaration of income tax, together with a payment of one-fourth of the amount, is due March 15.

It is understood that the present in-

tention of insurers is to "sit tight" and wait for the city to act. Some may pay under protest.

Agents are clearly subject to the ordinance.

Witherspoon at Canton

W. H. Witherspoon, Aetna Fire, Columbus, addressed the Insurance Board of Canton March 10 on public law 15.

C. Parker Smith has joined the local agency at Albion, Mich., of his father, J. Clifford Smith, who has been in the insurance business 35 years.

Federal Insurance Company

47th ANNUAL STATEMENT

December 31, 1947

ASSETS

Cash in Banks	\$ 5,166,871.05
U. S. Government Bonds	12,578,149.93
All Other Bonds	1,328,216.76
Preferred and Guaranteed Stocks	3,686,640.00
Common Stocks	10,642,960.79
Capital Stock of Vigilant Insurance Co.	3,770,760.44
Premiums Receivable	438,702.15
Other Assets	451,404.34
Total Admitted Assets	\$38,063,705.46

LIABILITIES

Reserve for Outstanding Losses	\$ 4,953,033.77
Reserve for Unearned Premiums	7,137,645.88
Reserve for Taxes and Expenses	1,025,605.47
Reserve for Non-Admitted Reinsurance	2,798,616.75
Other Liabilities	760,202.10
Total Liabilities	\$16,675,103.97
Voluntary Reserve for Security Fluctuation	\$2,427,060.33
Capital	4,000,000.00
Surplus	14,961,541.16
Surplus to Policyholders	\$21,388,601.49
Total	\$38,063,705.46

Securities valued at \$632,346.70 are deposited with public authorities as required by law.

Directors

HAWLEY T. CHESTER

Chubb & Son, N. Y.

PERCY CHUBB, 2nd

Chubb & Son, N. Y.

LEWIS A. LAPHAM

President, American-Hawaiian Steamship Co., San Francisco

EDMOND J. MORAN

President, Moran Towing & Transportation Co., Inc., N. Y.

ALEXANDER C. NAGLE

President, The First National Bank of the City of New York

J. RUSSELL PARSONS

Chubb & Son, N. Y.

GORDON S. RENTSCHLER

Chairman of the Board, The National City Bank of New York

JOHN W. STEDMAN

Chairman of Executive Committee, St. Louis-San Francisco Railway Company, New York, N. Y.

LANDON K. THORNE

New York, N. Y.

HAROLD T. WHITE

White, Weld & Co., N. Y.

HENDON CHUBB, Chubb & Son, N. Y.

CHUBB & SON, Managers

NEW YORK

Ocean and Inland Marine

Transportation

Fire and Automobile

Aviation Insurance through Associated Aviation Underwriters

R. M. Wilcox to Freeport Post

Crum & Forster has appointed Roy M. Wilcox to the position of agency superintendent of the western division of western department at Freeport, Ill., territory, to succeed Fred J. Dorman, deceased.

Mr. Wilcox has been with the organization as field man in Missouri for 19 years and state agent for the past five years. He attended Missouri State Teachers College and entered the army from there in the first war, where he served overseas. He also was at Wentworth Military Academy as an instructor, and became connected with Home in 1923 as special agent in Missouri. From there he went with Milwaukee Mechan-

ics, and joined Crum & Forster organization in 1929. He has always been a student of the business and his underwriting judgment is respected.

Calvert Seeks Legislation to Force Mass. License

BOSTON—In support of a bill which would authorize Calvert Fire by special act to write fire insurance in Massachusetts, Eugene E. Heaton, secretary and general counsel of the company, told the joint insurance legislative committee, that it had applied for admission to Massachusetts in June, 1947, but had been unable to secure either a favorable or unfavorable reply from the commissioner to its request.

It was stated that the company, which is owned by Commercial Credit Co.,

has been admitted to 47 states and District of Columbia and is writing automobile insurance largely with financing done through Commercial Credit.

E. B. Mallette, vice-president of Interstate of New York, appearing as a voluntary witness in favor of the bill, said his company has had an application filed with the Massachusetts department since 1942 and paid its fees, had changed its bylaws at request of the Massachusetts commissioner, is entered in 23 states and has never been denied admission to any state, but can get no action in Massachusetts.

Commissioner Harrington stated he did not care to appear for or against the bill as the matter of the admission of the Calvert Fire is still before him.

A. G. Chapman, Famous Ky. Agent, Dies at 71

LOUISVILLE — Arthur G. Chapman, 71, retired former head of the Chapman Agency of this city, died at



ARTHUR G. CHAPMAN

the home of a daughter, Mrs. Louise C. Plamp, while on a visit here. He had been living in Arkansas since he retired 10 years ago.

Mr. Chapman years ago was in the local agency business at Owensboro, Ky., his home town, as a member of the Chapman & May agency. Later he owned the Giant Agency of Hopkinsville, Ky., then traveled for Franklin Fire as a field man. He returned to the local agency business here, operating the Chapman agency.

He was credited with having developed the general coverage contract program and with being the first insurance man to convince companies of its soundness. For some years he had an excellent business writing coverage for Reynolds Tobacco Co., and others interested.

Largely as a result of bankruptcy of a large tobacco account which owed the Chapman agency much money, the agency went broke in the financial collapse of 1930.

Mr. Chapman had become very active in agents' local affairs, local, state and national, and became vice-president of N.A.I.A. He failed to rise any higher due to taking a stand on bank agencies opposed to that of N.A.I.A. and making many talks condemning such agencies, whereas N.A.I.A. had a middle of the road program. That probably was the only thing that prevented him from becoming president of N.A.I.A.

Cleary Is Edmunds' Aid

Frank J. Cleary, former vice-president of Paxson Advertising, and before that with the McGraw-Hill Co., as western editor of one of its trade publications, has become assistant to President Rex Edwards of Fidelity Health & Accident Mutual. He has been a resident of Benton Harbor since 1944.

Find Common Denominator in Many Fires Today

Blame Inadequate Personnel, Carelessness and Indifference of Employees

National Inspection Co. of Chicago has been endeavoring to make a study of what might be called a common factor in the diversified kinds of losses that have been involving various sorts of property during the last few weeks. The losses do not involve merely manufacturing or mercantile buildings. Fire are attacking hotels, apartment buildings, office buildings and various other properties that would seem to be more or less immune from the severe weather hazard.

Sometimes it is found that there is a lack of experienced help. Those that have been given the responsibility of caring for properties, watching for hazards and doing a lot of cleanup work are not doing a good job. At other places it is found that these employees are rather indifferent. They are careless and they do not relish being told what to do. The smoking habit undoubtedly looms up as one of the most prominent causes of fires and this itself is due to carelessness. The freer use of electricity and its employment in various processes undoubtedly has become a more prolific cause of fires. People overload their electric wires. They do not watch for worn out insulation. They attempt to do repair jobs and are not careful enough with electric wires.

In hotels one of the chief causes for losses has been the overcrowded condition and the lack of adequate help to keep properties clean and in good condition. The necessary daily duties at the hotel may be performed but the old watchfulness is absent. This results in litter being found in closets and one of the way corners where rags are thrown in dark places and a hundred other manifestations of carelessness are found.

Travers Tells Field Men of Public Relations

BOSTON—George Travers, manager of public relations department, National Board, told the Bay State Club Monday special agents could be of greater use to their companies than in exerting their abilities along public relations line. Field men are the key men in the public relations program, he said, and could secure public approval of the business and counteract misrepresentations. The club voted to hold the annual outing May 19-20 at Oyster Bay on Cape Cod.

Mass. Adjusters Organize

BOSTON — The Assn. of Independent Insurance Adjusters of Massachusetts has been organized here and elected these officers: President, O. A. Johnson; vice-presidents, Edgar Down and Gordon Boyd; secretary-treasurer, James L. Beck. William T. Jordan, general agent Fidelity & Guaranty, addressed the organization meeting.

The association will be open to life, fire, casualty, surety, marine, aircraft and accident and health adjusters and its purpose will be to promote harmonious interests among the adjusters, exchange information, protect companies' interests and maintain high ethical standards.



Ewing-Galloway

CHICAGO, first home of the mail-order catalogue, sleeping car, steel-frame skyscraper, department store, is the country's transportation center and the world's greatest packing and livestock market. It is the home, too, of one of our branch service offices.

CLAYTON E. HOOPES, Manager

GEORGE R. PAPE, Assistant Mgr. E. A. MILLER, Assistant Mgr.

ELTON MILLMAN, Assistant Mgr. F. M. MITCHELL, Assistant Mgr.

A-1026 INSURANCE EXCHANGE BUILDING
175 WEST JACKSON BOULEVARD, CHICAGO 4, ILLINOIS

PROVIDENCE WASHINGTON
INSURANCE
COMPANY
Providence, Rhode Island

ANCHOR INSURANCE
COMPANY
INCORPORATED
1928
PROVIDENCE
RHODE ISLAND

MARSH & McLENNAN

INCORPORATED

Insurance Brokers
AND AVERAGE ADJUSTERS

Chicago	New York	San Francisco	Detroit
Washington	Pittsburgh	Minneapolis	Boston
Buffalo	Cleveland	Columbus	Indianapolis
Milwaukee	Duluth	St. Paul	St. Louis
Los Angeles	Phoenix	Seattle	Portland
Vancouver	Montreal	Havana	London

Diamond Knot Salvage Described

The December issue of "Fireman's Fund Record" carries an account by E. O. Scharetz of the undersea operations which led to salvage of two-thirds of a \$3,500,000 cargo of canned salmon from the sunken motorship, the Diamond Knot. The author is in the marine claims department at the head office.

The ship went down after it was rammed by the freighter, Fenn Victory in the straits of Juan de Fuca north of Seattle. The salmon cargo had been caught and canned in Alaska and was on its way to Seattle covered principally by Sea and Fireman's Fund together with their reinsurers. Among the insured were the world's largest food processors and packers who were paid immediately. The first claim in the amount of \$982,258 was paid jointly by two principal insurers and in quick succession Fireman's Fund paid in full a claim of \$2,053,365 and another for \$369,767.

According to the account, Richard T. Saunders, manager of the northwest marine branch and Arnold R. Bowhay, assistant marine secretary of Fireman's Fund, ascertained that there was a fighting chance for salvaging part of the cargo not only for its money value but for its worth to a world in dire need of food. At the suggestion of Mr. Bowhay, the insurers with the agreement of all reinsurers commissioned Watter Martignoni of Pillsbury & Martignoni, marine engineers, to direct the salvage.

Posed Staggering Problems

Even for the veteran engineer, the salvage operation posed unusual problems. The ship rested on her side in 135 feet of water where the straits form a narrow neck through which tides and currents race back and forth between the Straits of Georgia, Puget Sound and the sea. The first task was to anchor securely a salvage barge to the ill fated ship from which operations could be directed. This was no easy task because the ocean floor was of gravel and anchors, no matter how large or heavy, often slip from gravel. Finally 11 mammoth anchors, weighing between 3,000 and 6,000 pounds each were dropped into the sea and wire and chain lines pulled taut by logging winches.

Huge Syphon Employed

Mr. Martignoni then fastened two 12 inch pipes of metal and rubber into which air could be forced, creating a syphon that would literally suck up the valuable cargo from the sunken ship. Close to the underwater end of the syphon were four openings through which water at more than 150 pounds pressure could be jetted to burst and rip open the cartons containing the cans. This "underwater vacuum cleaner" worked despite bad and fierce tides and currents which halted the operation many times and ripped out the big tube and riggings. The divers who guided the tube and tore out the ship's side had to come up for long periods of bad weather, but after 60 days and nights the job was finished. In the periods when the seas relaxed to permit the operation the giant syphon poured out 200 gallons of water and 1,000 cans of salmon a minute into waiting scows. The cans were hauled to nearby canneries and the contents, still undamaged, were recanned.

Arbitration Is Completed

Following four years of damage claims litigation from the Passaic River Bridge accident in March, 1944, when a bus jumped the guard rail and plunged into the Passaic river, killing 19 and injuring 6 passengers, settlement has been made for \$112,600 total. The awards were decided by a three-man arbitration committee named by Passaic County Bar Assn. and approved by New Jersey supreme court. The bus line had \$75,000 insurance.

Both sides previously waived right of

appeal. The largest single award was for \$23,000.

Opens Adjusting Firm

W. W. Wilson has opened an independent adjustment office at Sherman, Tex., for fire and allied lines.

Mr. Wilson has had 10 years of claim experience with five adjusting firms, including General Adjustment.

The Kansas City office of Manufacturers Fire headed by Guy B. Howland has been moved to 1012 Baltimore ave-

nue, which provides additional space. Mr. Howland supervises Missouri, Kansas and Nebraska.

J. Delany Mitchell, formerly with Marsh & McLennan, has joined the underwriting department of U. S. F. & G. at Los Angeles.

The date for the annual bridge party of Insurance Women of St. Louis has been changed to April 16.

Insurance Women of Columbus heard a talk on silverware at their March 4 meeting.

A DIRECTORY OF RESPONSIBLE

INDEPENDENT ADJUSTERS

CALIFORNIA

BARR ADJUSTMENT CO.

Independent Insurance Adjusters
Fire-Casualty-Aviation-Inland Marine-All Risks
Offices:
Los Angeles, 810 S. Spring St., Phone Vanduyke 6756
San Bernardino, 305 Andross Bldg., Phone 6856-6857
Santa Ana, 323 Spurgeon Bldg., Phone 5933
Las Vegas, Nev., 414 Bridger Bldg., Phone 3185
Covering Southern California, No. Arizona, and So. Utah for insurance companies.

COLORADO

Crocker Claims Service

828 Symes Building

Denver 2, Colorado

Office Telephone Main 5191

After Hours Telephone Cherry 5822

DIST. OF COLUMBIA

Established 1921

NICHOLS COMPANY

INSURANCE ADJUSTMENTS

REPRESENTING COMPANIES ONLY

ALL LINES - 24 HOUR SERVICE

WASHINGTON 5, D. C.

Richmond 19, Va. Baltimore 2, Md.

Winchester, Va. Hagerstown, Md.

Cumberland, Md.

WILSON ADJUSTING CO.

INVESTIGATORS

ADJUSTERS FOR INSURANCE COMPANIES

ON ALL TYPES OF CLAIMS

District of Columbia and Adjacent Territory

CHARLES E. WILSON

JOHN F. COONEY

721 Denrille Building Washington, D. C.

National 8954 Night Phone: DEcatur 7329

FLORIDA

THOMAS M. McELVEEN COMPANY, ADJUSTERS

Crossing Buildings, Miami 32, Florida

State-wide Adjustment Service for Fire-Inland

Marine-Aviation-Casualty-Surety-

Transportation-Companies

Offices: Jacksonville Lakeland

Daytona Beach Ft. Myers West Palm Beach

Over 20 years experience as general adjuster

MIAMI

RAYMOND N. POSTON

Adjusters all lines

1505 Congress Bldg., Telephone 9-6449

ILLINOIS

CHICAGO & COOK COUNTY ACCIDENT CLAIMS SERVICE

Wm. J. Fittin, Manager

INVESTIGATIONS AND ADJUST-

MENTS of all types of Casualty

claims representing Companies only.

175 W. Jackson Blvd. HARRISON 9167

Night Phone: MIChigan 3741

CHICAGO

E. S. GARD & CO.

Chicago and Claims—Since 1920

175 W. Jackson Blvd. Wabash 8880

James J. Hermann Company

175 West Jackson Boulevard

Tel. Harrison 9881

CHICAGO

Tel. 2-2688 Joliet, Illinois

Tel. 685 Effingham, Illinois

Phone Harrison 3220

THOMAS T. NORTH, INC.

ADJUSTMENT COMPANY

Adjusters All Lines

175 W. Jackson Boulevard, Chicago 4

WAGNER, AND GLIDDEN, INC.

TOPLIS AND HARDING, INC.

INSURANCE ADJUSTMENTS

ALL LINES

Chicago Boston New York

Los Angeles Detroit

LYNCH ADJUSTMENT CO.

Home Office—

Springfield, Illinois

Illinois Branch Offices

Alton—Centerville—Champaign

Decatur—East St. Louis—

Marion—Mt. Carmel—Peoria

INDIANA

DUNCAN & SWAIN

Third and Main Bldg., Evansville 3, Indiana

General Insurance Adjusters Operating in

Southern Indiana

Southern Illinois

Western Kentucky

Northwestern Tennessee

Southeastern Missouri

Branch office: 428 1/2 Broadway, Paducah, Ky.

Eugene McIntyre

Adjustment Co., Inc.

All Lines of Automobile, Casualty and

Inland Marine

Eight East Market Street

INDIANAPOLIS

Branch Offices:

Muncie, Indiana, Terre Haute, Indiana

IOWA

RAY L. LAWLOR, INC.

Higley Building, Cedar Rapids, Iowa

Phone 2-1111

INSURANCE ADJUSTERS

Fire, Marine & Kindred Lines

ALSO

City National Bank Building

Omaha, Nebraska Phone: JACKSON 6284

MICHIGAN

Robert M. Hill, Pres. E. B. Bystrom, Vice-Pres.

The Robert M. Hill Co., Inc.

INSURANCE ADJUSTERS

800 Griswold Street, Detroit 24, Michigan

A. H. DINNING COMPANY

Fire-Inland Marine-Auto

F. M. Clements, Manager

Free Press Bldg., Detroit Mich.

N. S. WOODWARD COMPANY

INSURANCE ADJUSTERS

412 F. P. Smith Building

FLINT 3, MICHIGAN

MICHIGAN ADJUSTMENT BUREAU, INC.

Adjusters—All Lines

Home Office: Lansing 7, 208 N. Capitol Ave.

Branches: Detroit 26, 207 National Bank Bldg.

Saginaw, 210 Building & Loan Bldg.

Grand Rapids, 603 Michigan National Bank

Bldg.

Kalamazoo, 701 Hanselman Bldg.

C. M. STOWELL ADJUSTING CO.

INSURANCE ADJUSTERS

605 Building & Loan Bldg.

SAGINAW, MICHIGAN

Phone 4-2454

NEBRASKA

CROCKER CLAIMS SERVICE

INSURANCE ADJUSTERS

City National Bank Building

Phone JACKSON 6394

Omaha, Nebraska

BRANCHES AT

Lincoln, Nebraska

Grand Island, Nebraska

North Platte, Nebraska

Scottsbluff, Nebraska

Harold, Nebraska

Don Nelson, Iowa

Sioux City, Iowa

Cedar Rapids, Iowa

Cherokee, Wyoming

Denver, Colorado

R. T. GUSTAFSON COMPANY

INSURANCE ADJUSTERS

SERVING NEBRASKA & IOWA

ALL CLASSES OF

CLAIMS AND LOSSES

246 Kedzie Bldg.

Bus. Webster 8735

17th & Harney Sts.

Res. Kenwood 7411

OMAHA, NEBRASKA

OHIO

OSCAR R. BALL

FIRE AND ALLIED LINES

1203 Citizens Building

Cleveland 14, Ohio

Phone: CHerry 6193

THOMAS D. GEMERCHAK

INDEPENDENT ADJUSTER

FIRE, WINDSTORM, INLAND MARINE

CARGO AND AUTOMOBILE LOSSES

305-6 Great Lakes Life Bldg., Cleveland 14, O.

Phone: Off. Su. 2666—Res. Fa. 2442

26 years experience

OKLAHOMA

WOODWARD CLAIM SERVICE

Insurance Adjusters

Lawton, Okla. Oklahoma City

40 "C" Avenue Trademans Natl. Bldg.

Branch Office Home Office

Day Phone: 333 Day Phone: 3-9427

Nite Phone: 4254 Nite Phone: 2-7294 or 2-9823

Investigation—Adjustment—Subrogation



GIVE FIRE COMPANY RESULTS IN NEW YORK STATE IN 1947

Herewith are presented the 1947 premiums and losses of those fire companies in New York state that had reported by March 6:

FIRE AND MARINE COMPANIES		Net	Paid	Net	Paid
		Premiums	Losses	Premiums	Losses
Abington Mut.	\$5,973	\$9,228	Employers Mut.	248,270	100,187
Aetna Fire	7,906,150	3,212,455	Equitable F. & M.	862,451	248,668
Agricultural	2,932,492	1,239,817	Eureka-Security	415,086	180,438
Albany	298,524	136,493	Export	51,430	95,729
Allemania	346,427	111,424	Farm Bureau Mut.	186,425	42,679
Alliance, Pa.	1,339,935	594,107	Farmers Alliance	37,116	31,436
Allied Amer. Mut.	443,371	137,395	Farmers, Pa.	115,215	65,340
Allied Fire	702,208	246,751	Federal Mut.	36,364	30,975
Allstate	311,081	82,517	Fidelity & Guaranty	1,433,220	574,071
Amer. Alliance	1,323,592	747,182	Fidelity-Phoenix	2,127,935	1,053,179
Amer. & Foreign	1,559,880	594,108	Fire Assn., N. J.	2,350,511	1,019,338
Amer. Av. & Gen.	6,535	13,243	Firemen's, D. C.	2,698,452	1,724,627
Amer. Druggists	32,758	9,048	First National, Wash.	1,034,607	106,109
Amer. Eagle	1,358,079	752,095	Fitchburg Mut.	104,246	33,650
Amer. Equitable	2,963,213	1,560,387	Franklin Fire	62,023	23,834
Amer. Home	197,009	84,309	Franklin National	1,972,901	749,820
Amer., N. J.	3,937,258	1,704,680	Fr. Union & Universal	325,174	209,120
Amer. National	522,217	229,841	General, Seattle	58,020	16,190
Amer. Reserve	495,573	212,920	General Exchange	1,100,795	537,706
Amer. S. S. Owners	4,666,974	2,866,357	General Security	1,684,165	632,808
Amer. Union	57,919	25,197	Georgia Home	849,768	391,454
Anchor	974,209	495,183	Gibraltar F. & M.	517,054	195,620
Arkwright Mut.	674,568	54,855	Globe & Republic	526,146	129,533
Assoc. F. & M.	—2,344	107	Globe & Rutgers	839,489	402,681
Assur. of America	186,502	75,573	Globe & Rutgers	7,711,244	3,667,944
Atlantic Mutual	9,916,279	4,359,207	Globe & Rutgers	365,324	114,662
Automobile	7,384,832	3,129,236	Globe & Rutgers	1,014,455	481,396
Auto. Mutual, R. L.	131,369	30,050	Grain Dealers Natl. Mut.	396,835	191,971
Baltimore Amer.	1,595,733	653,027	Granite State	74,644	1,861,961
Bankers & Shippers	874,707	280,970	Great American	169,117	98,959
Berkshire Mut.	247,515	147,735	Great Eastern	314,894	194,905
Birmingham, Ala.	33,930	16,170	Hamilton	341,976	125,181
Birmingham, Pa.	28,426	4,370	Hanover	2,146,855	1,176,086
Blackstone Mut.	754,762	58,733	Hard. Dealers Mut., Wis.	252,242	96,726
Boston	2,725,284	1,115,989	Hardware Mut., Minn.	101,776	184,211
Boston Mfrs. Mut.	1,302,732	118,717	Hartford	8,254,025	3,305,745
British Amer.	148,377	148,591	Hingham Mut.	25,434	8,677
Buffalo	874,707	270,216	Holyoke Mut.	254,122	105,094
Caledonian	560,331	94,890	Home	14,536,000	6,173,376
Caledonian-Amer.	290,893	317,304	Homestead	459,410	231,682
Calvert	794,473	24,756	Illinois Fire	112,541	48,643
Camden	1,770,587	645,424	Indemnity Marine	321,066	106,394
Capital, Cal.	298,395	114,572	Ind. Lbrm. Mut.	101,728	95,125
Carolina	396,453	174,990	Industrial Fire	212,759	50,820
Centennial	1,330,596	400,466	North America	12,997,015	5,829,620
Central Mfrs.	980,059	15,451	State, Pa.	299,029	146,141
Central Union	50,401	294,135	Inter-Ocean Re.	236,445	120,334
Century	764,753	34,628	Interstate	236,455	71,653
Charter Oak	238,632	187,505	Jersey	463,895	194,055
Christiania Gen.	474,183	4,431	Lafayette	14,971	15,837
Church Fire	22,517	263,044	Law Union & Rock.	129,419	46,169
Citizens of N. J.	801,256	378,220	London Assur.	926,472	115,987
City of N. Y.	1,028,677	233,743	London & Lanc.	369,759	149,961
Colonial, Pa.	233,743	155,067	London & Scotch	102,936	30,987
Columbia, O.	412,553	293,481	Lumbermen's, Mass.	208,584	57,320
Commerce	781,958	344,834	Lumbermen's, Pa.	467,614	300,535
Commonwealth	808,366	476,274	Lumb. Mut. O.	308,318	117,013
Concordia	1,090,139	790,695	Lynn Mutual	74,384	25,167
Connecticut	1,617,586	82,617	Manhattan F. & M.	225,539	157,391
Constitution Re.	218,369	9,259	Mfrs. Fire, Pa.	44,331	43,409
Continental	12,322,053	3,970,335	Mfrs. Mut.	2,203,839	154,679
Cosmopolitan Mut.	40,002	27,130	Maritime	234,581	75,165
Cot. & Wool. Mfrs.	489,109	116,992	Mass. F. & M.	321,515	198,299
County Fire	319,160	237,369	Mech. & Traders	984,886	513,020
Detroit F. & M.	273,027	124,564	Mercantile	74,604	139,215
Dixie Fire	17,775	264,243	Merchants & Mfrs.	394,414	16,855
Dorchester Mut.	31,725	182,692	Merchants, Denver	34,266	259,734
Dubuque F. & M.	311,275	438,003	Mercury	758,715	259,734
Eagle Fire, N. J.	55,224	151,793	Merrimack	371,374	138,789
Eagle Fire, N. Y.	186,564	106,678	Michigan F. & M.	365,704	123,013
Eagle Star	933,838	474,456	Middlesex Mut.	289,541	97,551
East & West	266,883	195,656			
Emmoo	818,966				
Empire State	902,596				
Employers	526,187				

TO THE GENERAL INSURANCE AGENCY

Are you offering YOUR assured "cross-the-board facilities"? Multiple line facilities are increasingly important to your agency... fire, marine, casualty AND LIFE. This is no longer a trend but a "must" in modern agency development. There are compelling reasons why you should round out your operations with a Life Department.

This sound, agency-minded, forward-looking Company will welcome the opportunity to present its well-tested and successfully proven plan whereby you can establish a profitable Life Department in your agency.

PHILADELPHIA LIFE
INSURANCE COMPANY
FOUNDED 1906
PHILADELPHIA 7, PA.
WM. ELLIOTT, President B. S. BALCH, Superintendent of Agencies

	Net	Paid
Premiums	Losses	
Mill Owners Mut.	204,018	190,462
Millers Mut., Pa.	113,520	29,939
Millers' Mut., Ill.	59,370	21,036
Millers Mut., Texas	31,953	43,456
Millers National	405,749	163,886
Milwaukee Mechanics	592,158	524,419
Monarch Fire	128,994	85,724
Mt. Beacon	245,026	84,851
Mut. Implem't & Hdwa.	400,150	98,353
National-Ben Franklin	406,975	134,266
National Fire	2,321,166	588,492
National Grange	182,859	36,275
National Jewelers Mut.	5,844	5,209
National Liberty	3,556,299	1,375,272
National Re.	187,432	60,743
National Surety	328,993	196,592
National Union	1,580,292	457,146
Netherlands	322,865	185,532
Newark Fire	1,383,708	528,852
New Brunswick	771,873	311,914
New England	77,063	34,697
New Hampshire	1,449,659	599,436
New York	228,869	105,535
N. Y. Mer. Bakers Mut.	900,417	323,766
N. Y. Underwriters	1,688,608	685,729
Niagara	2,083,230	786,858
Norfolk & Dedham Mut.	296,877	79,723
N. Amer. F. & M. Re.	12,550	6,811
*N. C. Home	256,483	95,984
North River	2,872,985	1,392,440
Northern, N. Y.	1,793,313	649,540
Northern, Eng.	1,429,416	581,956
Northwestern F. & M.	314,716	99,954
Northwestern Natl.	428,381	162,577
Ohio Farmers	969,541	337,282
Old Colony	303,620	156,815
Orient	1,020,890	426,065
Pacific Coast	244,716	108,363
Pacific Fire	760,270	327,907
Pacific National	194,411	166,128
Paramount	700,644	337,330
Paternalite	201,884	65,972
Patriotic	933	262
Paul Revere	374,905	131,223
Pawtucket Mut.	613,286	299,046
Pearl	439,801	158,453
Pa. Lumbermen's Mut.	477,012	182,964
Pa. Millers' Mut.	369,401	136,987
Philadelphia F. & M.	238,950	73,579
Philadelphia Mfrs. Mut.	1,282,333	616,785
Philadelphia Natl.	220,363	15,422
Phoenix, Conn.	461,225	150,273
Piedmont	3,244,276	1,245,873
Planet	502,218	180,811
Protection Mut.	211,041	35,754
Providence Wash.	276,931	25,068
Provident Fire	3,327,237	1,230,425
Quaker City F. & M.	114,754	77,902
Queen	303,608	119,602
Quincy Mut.	3,309,937	1,116,886
Reinsurance Corp.	600,349	171,649
Reliance Fire	989,755	243,818
Reliance Marine	19,531	13,069
Reliance Marine	474,105	135,954
Richmond	338,553	118,546
Rochester American	386,879	235,609
Royal Exchange	498,423	199,606
Royal	883,499	390,637
Safeguard	9,900,771	2,113,429
St. Louis F. & M.	150,632	66,381
St. Paul	7,446	26,720
Scottish Union & Natl.	9,123,755	3,564,293
Seaboard	999,504	419,089
Seaboard F. & M.	546,516	319,476
Security, Conn.	465,553	212,867
Security Fire	1,129,203	490,698
Sentinel	46,783	24,839
Service Fire	77,063	34,697
Skandinavia	1,359,201	443,301
Southern Fire	216,902	104,111
Springfield	129,760	28,872
Standard of N. Y.	2,620,152	1,179,711
Standard, Conn.	1,798,829	426,047
Standard, N. J.	683,284	228,330
Standard Marine	217,580	114,490
Star	2,302,792	1,173,541
State	1,203,327	394,908
Stuyvesant	428,428	19,015
Suffolk County Mut.	503,493	181,915
Sun	30,895	1,256
Sun Underwriters	2,951,390	1,285,409
Swiss Re.	293,562	118,437
Switzerland General	2,696,502	1,355,492
Traders & Mechanics	970,828	514,186
Transcontinental	498,156	148,356
Travelers Fire	945,507	371,979
Travelers Fire	108,890	47,117
Twin City Fire	4,327,171	1,732,715
Underwriters	546,061	233,469
Union & Phenix Epanol.	417	39
Union of Canton	226,973	68,945
Union Mutual, R. L.	678,577	457,744
United Mut. F. Mass.	82,360	33,016
U. S. Fire	1,651,173	482,174
Unity Fire	4,924,372	1,954,509
Universal	108,259	50,666
Urbanite	1,203,327	547,238
Vermont Mut.	68,412	19,799
Virginia F. & M.	—1,330	1,979
Washington Assur.	241,246	100,647
Washington F. & M.	174,706	63,660
Westchester	118	
Western Assur.	5,469,730	2,942,702
Western Millers Mut.	683,538	306,659
Western National	85,143	37,821
What Cheer Mut.	22	2,923
Workmen's Mut.	318,964	12,236
World F. & M.	64,030	38,792
Yang Tze	1,808,568	718,447
Yorkshire	195	9,579
Zurich Fire	174,457	118,636
	119,276	46,854

LLOYDS & RECIPROALS

Affiliated Underw.	\$12,729	\$1,950
Amer. Exch. Undr.	88,714	23,719
Canners Exch.	443,254	45,779
Fireproof-Springfield Undr.	67,759	6,349
Individual Undr.	146,820	39,725
Lloyds, N. Y.	12,206	5,061
Metrop. Inter-Insurers	82,356	15,655
N. Y. F. & M. Undr.	82,536	15,655
N. Y. Recip. Undr.	122,085	25,195
Reciprocal Exch.	17,422	2,702
Und. Exch., K. C. Mo.	11,348	1,444
Warner Reciprocal	162,588	20,864

*For 10 months ended Oct. 31.

Give Ax to Full Multiple Line Bill in New York

The full multiple line underwriting bill that was introduced in the New York legislature has now been killed by the assembly insurance committee. The definitely throws cold water on the accelerating trend toward multiple line operations. Had New York gone all the way at this time, it would have come close to enabling a number of companies to operate nationally on a full multiple line basis and this, it is said, a number of the company organizations were prepared to do. It is said that the trend toward multiple line legislation was slowed down fairly reasonably by the fact that a number of those that have been foremost advocates of such a development have taken a less positive position.

Just before the assembly insurance committee acted in this negative fashion, Superintendent Dineen of New York came out unreservedly for the legislation. Previously he had not expressed himself so unreservedly.

N. Y. Departments Names Six Statistical Agents

The New York department has named the National Board, Mutual Insurance Statistical Assn., Factory Mutual Rating Bureau and Underwriters Rating Board as statistical agents reporting to the department.

The National Board will report for members, subscribers and all stock companies not reporting to other statistical agencies; Mutual Statistical Assn. will cover members and other non-stock companies, and Factory Mutual Rating Bureau and Underwriters Rating Board will report for their members and subscribers. The organizations will be agents for all fire and allied lines except automobile, physical damage, aircraft, liability and inland marine. Company Service Corp. has been named statistical agent for aircraft liability, succeeding Aero Insurance Underwriters, which is discontinuing operations. Transportation Insurance Rating Bureau has been named statistical agent for non-stock companies reporting to Company Service Corp.

Candee Joins Schroeder

Richard A. Candee, who has been with Norris

NEWS OF THE COMPANIES

Springfield Group Fire Company Premiums Up 15%

The annual report of Walter B. Cruttenden, chairman of the Springfield F. & M. group, discloses another all-time high in premiums written during 1947. The record of \$38,557,377 exceeds the 1946 writings, the previous peak, by \$5,027,039, or 15%.

The consolidated premium reserve of the fire companies is \$34,798,597, increase \$5,087,514; premiums earned \$33,469,863, increase \$5,877,564; surplus \$17,596,310, up \$2,699,386; assets \$70,783,295, up \$12,435,450.

Losses and adjustment expenses amounted to a substantial increase.

Since the par value of the shares was reduced last year and additional stock was sold, the number of stockholders has risen from 4,259 to over 6,000.

New England Casualty had a 38.6% increase in premiums written, the total for the year being \$1,675,443. Assets amounted to \$4,391,606, an increase of \$377,137.

Underwriting Loss

On a consolidated basis the underwriting loss of the fire companies was \$1,729,596 as compared with \$1,396,416 the previous year. On the basis of losses and loss adjustment expenses incurred to premiums earned and underwriting expenses to premiums written the ratio was 100.2% or a loss of \$66,939.

In the investment department a basically cautious policy toward common stocks was again followed in 1947. The bond investments were about 56% of consolidated assets as compared with 46% the previous year. Common stocks amounted to 16% of assets against 21% the previous year. The investment funds of the group produced a net investment income earned of 3.12% as against 3.07% the previous year.

Mr. Cruttenden observes that there has been an upward trend in investment income in recent years despite difficulties presented by the low level of interest rates that has prevailed for a long period.

Following the new capital financing last year a general voluntary reserve of \$500,000 was discontinued. The lowering of the support prices of U. S. Treasury obligations resulted in a substantial reduction in market quotations on these securities and had a corresponding effect of lowering quotations on other bonds and preferred stocks. The general level of quotations for fixed income securities as of Dec. 31, 1947, was less than the Dec. 1, association values and at some points was less than the amortized values of bonds. Hence, a voluntary securities reserve has been set up representing the difference between commissioners' values and the Dec. 31 actual market values. Mr. Cruttenden points out that this is entirely voluntary and reflects the conservative policy of the management.

Agricultural Names John Willmott Loss Manager

John R. Willmott has been appointed manager of the loss department of Agricultural and Empire State. Mr. Willmott was graduated from Williams College in 1929 and entered the underwriting departments of the companies. He became senior examiner in the general cover department.

After discharge from the army in 1945, he became assistant to K. E. Chapman, then secretary in charge of the loss department, now vice-president in charge of the southern department.

Mr. Willmott is the son of Percy H. Willmott who was president of the Agricultural from 1924 until his death in 1928. He is a brother of C. Sherman Willmott, who is manager of the surety department of Glens Falls Indemnity.

Hanover Fire Tells '47 Results

Hanover Fire has issued its new statement showing premium income of \$17,497,409, which was an increase of 26.14%. Premium reserve was increased by \$2,534,686. Hanover paid a total of \$900,000 in the 1947 catastrophes including Texas-Oklahoma tornado, Texas City disaster, Florida-Mississippi hurricane, Maine and New Hampshire forest fires.

Assets on the commissioners basis are \$33,609,407, which is about \$127,000 above market. Surplus to policyholders was \$10,745,480, on the commissioners basis.

Premiums earned were \$14,962,724, losses and loss expense \$9,324,377, other expenses \$6,922,448, and the underwriting loss was \$1,284,101.

Resolute Surplus Increased

In a table appearing in the Feb. 26 edition of THE NATIONAL UNDERWRITER, the surplus of Resolute Fire was inad-

vertently reported to have decreased during the year. Actually the company's surplus increased in the amount of \$138,939 in 1947.

Groninger Underwriting Head of N. W. National

Harry L. Seip, vice-president Northwestern National of Milwaukee, who has retired after 47 years of service, in 1918 became a special agent in Wisconsin. He returned to the home office in 1929 to become a supervisor in the underwriting department and was appointed assistant secretary. He later took charge of the underwriting department. He was elected vice-president, assistant secretary-treasurer and a director in 1939. He will continue as a director.

Arthur Groninger, assistant secretary-treasurer since 1942, and with Northwestern National more than 26 years, has been named vice-president and will take charge of the underwriting department and Mr. Seip's former duties.

Fred D. Huber and Herman H. Petersen, both assistant secretary-treasurers, have now been made vice-presidents also.

Officers of the company gave a dinner for Mr. Seip and also for Herman A.

Schmidt, who has completed 50 years of service. Both were presented gifts.

Balboa Seeks License

Balboa of Los Angeles has applied to the California department for license to write fire and automobile. It has sold \$500,000 of stock to Seaboard Finance Co., with \$250,000 to go to capital and \$250,000 to surplus. The money has been certified as in escrow and the department now is making its examination. The \$100 par value stock was sold at \$200.

Van Sant Asst. Secretary

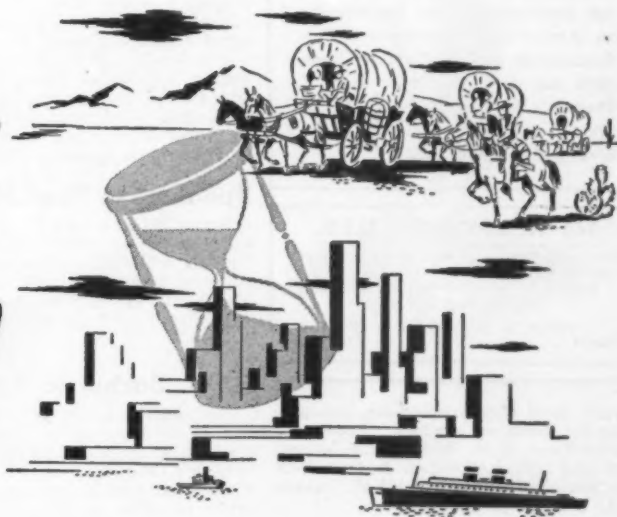
John E. Van Sant has been elected assistant secretary of Standard Fire of Trenton.

Mr. Van Sant has been with Standard since 1923 in the underwriting department and as a field man. He was in charge of the war damage insurance department when that activity was prominent.

A. D. Bearden a Director

Archie D. Bearden, state agent in South Carolina for Southern Fire of Durham, N. C., has been elected a director of that company. He has been with the organization 20 years.

*Looking back...
and
AHEAD!*



This year, 1948, marks 100 years in the United States for The Liverpool & London & Globe Insurance Company Ltd.

These 100 years have seen wars and depressions—and many changes affecting the insurance industry. Many agencies which have represented the "L. & L. & G." for more than 75 of these 100 years are still numbered among the Company's loyal representatives. We are proud of such long friendships because they are a part of the prestige achieved in a century of progress.

As we enter into a second century of further growth, our sincere thanks are extended to "L. & L. & G." agents countrywide. We shall continue to strive to merit their support by adhering to a high standard of service, security and cooperation.



100 Years in the United States

**THE LIVERPOOL AND LONDON
AND GLOBE INSURANCE CO. LTD.**

a major unit of the ROYAL-LIVERPOOL GROUP • 150 William St., New York 6, N.Y.

NEWS OF FIELD MEN

Plan Dallas Cooperation in Fire Prevention Work

DALLAS—Greater cooperation between the Dallas fire department and fire insurance field men was asked and pledged at a Texas Blue Goose meeting. W. G. Burns, Dallas fire marshal, said it is the aim of the Dallas fire department to attack the fire safety problem here by means of education, inspection, investigation and law enforcement. Edward Wright, National Union, most loyal gander, assured him of the aid of fire insurance men.

Mr. Burns announced a meeting April 1 of all interested in fire prevention, including representatives of the companies, agents, adjusters, Fire Prevention Bureau, National Board, building inspector, city government, fire department and the public. An Underwriters Laboratories film was shown.

Ten candidates were elected to membership and two former members were reinstated. Special guests were John Griswold, San Antonio, first keeper of Texas pond and past most loyal gander of Alamo pond, and W. P. Nabors, Houston, past most loyal gander of South Texas pond.

Hoff Local Agent; Sellers Succeeds Him in Ia. Field

John R. Hoff, state agent in Iowa and Nebraska of Boston and Old Colony, has resigned to open his own agency at 508 Securities building, Des Moines.

He is succeeded as state agent by James B. Sellers, who has been with L. E. Ellis & Co. of Des Moines. Before army service he was with an inspection company.

Mr. Hoff, who is wielder of Iowa Pond Blue Goose, has been with Boston and Old Colony 10 years. Before that he was with North America for 12 years in Iowa, Ohio, South Dakota and Chicago.

ing Arthur W. McKnight, who recently resigned to enter the local agency business. Mr. Peterson joined the organization in 1938.

St. Paul Has Spokane Office

The St. Paul group has established a new Spokane office with William J. Riley in charge as special agent. Mr. Riley joined St. Paul several months ago and attended the home office school. He was formerly manager of West Coast Insurance Agency at Seattle.

Bendick to Pa. for American

American has appointed Walter H. Bendick special agent in Allegheny county, Pa., which includes Pittsburgh.

Mr. Bendick attended Wayne University. He has served more than 18 years with Travelers Fire. In 1943, his service with Travelers was interrupted by two years with the merchant marine.

His headquarters will be in the Keenan building, Pittsburgh.

Shift Wander to S. E. Ohio

American has transferred George A. Wander to southeastern Ohio succeeding Special Agent Philip L. Johnson, resigned.

Mr. Wander has had experience in the home office underwriting department, and in northeastern Ohio. His headquarters will be at Columbus.

Cal. Puddle Lays Plans

Fresno puddle of San Francisco Blue Goose is making plans for the annual ceremonial and barbecue May 21-22. This is the traditional affair in which California and San Francisco ponds join. On the first night will be the ceremonial, cocktail hour, banquet and entertainment in the Hotel Californian, Fresno. The steak barbecue will be on the banks of the San Joaquin river on the 22nd.

Plan St. Paul Conferences

St. Paul Fire & Marine is calling in groups of field men for conferences at the home office. Between now and October all the field men except those on the Pacific Coast will spend about a week at St. Paul. There will be no conferences in July and August.

Call Okla. P.R. Parley

T. Ray Phillips, America Fore, state director of the public relations program in Oklahoma, has called a meeting of district directors in that state March 30 to discuss and outline promotion plans.

NEW YORK

REINS CLUB SEES MOVIES

The Reins Club of New York saw an Oriental travel picture exhibited by Hugh R. Stephenson, vice-president at New York for Bowes & Co., reinsurance intermediaries. Shots of the Lewis-Walcott fight were also shown. The next meeting will be March 30, when arrangements will be completed for a dance at the St. George Hotel roof April 16.

BROKERS DISCUSS LEGISLATION

Public Law 15 legislation in the mill at Albany was discussed at the March meeting of Brooklyn Insurance Brokers Assn. Membership has grown to more than 600. Committee reports were read and plans for a spring dinner dance were presented.

FETE J. CHARLES KING

The official staff and department heads of Hooper-Holmes Bureau gathered at New York for a dinner in honor of J. Charles King, executive vice-president, commemorating his anniversary of 25 years with the company.

Presentation of a silver punch bowl with inscribed fascimile signatures of friends of long standing in the insurance field and within the bureau was made.

Company personnel closely connected with Mr. King presented him with inscribed matching silver platter together with the awarding of a diploma master of sales degree.

Mr. King's 25th anniversary falls one year prior to the 50th anniversary of Hooper-Holmes Bureau, which will be celebrated in March of 1949.

CHICAGO

ADDITIONAL SPEAKERS LISTED

The five addresses on fire and casualty insurance subjects scheduled for the afternoon session of Chicago Insurance Day March 24 in the Palmer House were announced by W. W. Hamilton, manager Chicago Board, which is sponsoring the event. J. Robert Johnson, prominent Chicago broker who for 14 years has been conducting his own radio program on insurance, will speak on "How I Would Proceed to Cover a Merchant Starting a New Business Enterprise;" "Business Interruption Insurance" will be handled by Will S. Ellis, assistant manager Royal-Liverpool group, Chicago, an authority on that subject. Gerald E. Myers, W. A. Alexander & Co., is to talk on "Fire Legal Liability Coverage."

"Premium Financing" next will be discussed by Willis VanPelt, manager premium finance department South East National Bank, Chicago, and "The Automobile Assigned Risk Plan" will be taken up by Peter Malah, branch manager National Bureau of Casualty Underwriters, who is also manager of the Illinois automobile assigned risk plan. Roy A. Duffus, Rochester, N. Y., local agent, also will address the afternoon session on "Casualty Sales Points and Service."

INCREASE LOSS ESTIMATE

The loss estimate has been substantially increased since the time of the fire in the plant of Chicago Curled Hair Co., which is a subsidiary of Armour & Co., at Chicago Feb. 8. The estimate on building and contents is now \$705,000, and the business interruption loss estimate is \$280,000.

Cook County Inspection Bureau states it has carefully investigated the loss

Complete Coverages

FOR
**BUSSES
TAXI CABS
LOCAL
AND
LONG HAUL
TRUCKS**
KELSO & SONS
General Agents
1238 N. Highland Ave., Los Angeles, Cal.
Tel. Hollywood 2273
175 W. Jackson Blvd., Chicago, Ill.
Tel. Harrison 4222
"Safety & Engineering Service"

FACTUAL APPRAISALS
SOUND
COMPETENT
RESPONSIBLE
The Lloyd Thomas Co.
APPRAISAL ENGINEERS
CHICAGO 40

WANT ADS

STATISTICIAN

Home Office of Company in Indianapolis desires services of man to assume management of statistical department. The person we need must have experience in Fire, Automobile and all Casualty lines. Give full details in letter to H. E. Thomas, Secured Fire & Marine Ins. Co., 212 Big Four Bldg., Indianapolis 4, Indiana.

166 W. JACKSON BLVD.

CHICAGO'S MOST PROGRESSIVE BUILDING OFFERS TO DISCRIMINATING TENANTS OFFICE SUITES 400-1300-1800 SQ. FT.

REASONABLE RENTALS

RALPH W. APPLEGATE & CO. STATE 9200

Mutual Field Man wanted by fire company for Southern territory. Experience required; age 30-35. Write stating experience and salary expected. Address P-35, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Fire insurance underwriter with experience in North Carolina, South Carolina and Virginia. Reply in own handwriting giving age, experience, whether married or single. Address P-37, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

COMPANY WANTED

General Agency writing preferred fire business only. Loss ratio under 6%—can offer substantial volume for proper contract and contingent agreements. Address P-40, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

STATE AGENT AVAILABLE

Now with conservative fire and casualty group. Considering change. 1947 Incurred loss ratio: 33% fire, 32% casualty. Best of recommendations. Address P-42, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

ATTORNEY AVAILABLE

Twenty years experience including eight years in home office claim dept. and four years as manager insurance department of major corporation. Desire legal or administrative position with insurance company or position as insurance manager. Address P-39, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

National in Southern Shifts

National Fire has transferred Carl Fisher, state agent at Montgomery, Ala., to Atlanta, where he will serve as state agent for Georgia and Alabama. Henry R. Sewell, Jr., special agent at Montgomery, will continue his supervision of Alabama under the direction of Mr. Fisher and Hugh T. Powell, general agent for Georgia and Alabama.

Previously, THE NATIONAL UNDERWRITER had stated that Messrs. Fisher and Powell would spend much time in Arkansas. Their activities will be confined to Alabama and Georgia, and there is no change of mailing address.

Speakers to Hear Middaugh

Frank Middaugh, superintendent schedule department Ohio Inspection Bureau, will address the Stock Fire Insurance Speakers Assn. at Columbus March 15. He will discuss the consolidation of that bureau and Ohio Audit Bureau.

H. W. Barber to American

American has appointed Hans W. Barber to cover West Virginia. After graduation from Dartmouth College in 1938 Mr. Barber joined National Fire. From 1942-1946 he saw service with the army, emerging as a first lieutenant. In 1946 he returned to National Fire to cover the West Virginia field.

Mr. Barber will shortly establish headquarters at Charleston, W. Va.

Long Addresses S. F. Pond

San Francisco Blue Goose heard a discussion on significance of historical documents aboard the Freedom Train Monday by Percy V. Long, retired associate general counsel National Board. A former city attorney of San Francisco before joining National Board, he is a student of United States lore and author of a book on the constitution and bill of rights.

The pond inducted 34 new members at the big splash last week. The affair drew a capacity attendance and one of the best entertainment programs on record.

Thomas Before Conn. Club

George Thomas, secretary of Phoenix, addressed the Connecticut Field Club at Hartford on "Overall Loss Situation." John A. Gray, Phoenix, reported on the club's activities the past year.

Peterson Succeeds McKnight

E. Marshall Peterson, who has been in the Michigan and southern California fields for Royal-Liverpool since returning from war service, has been appointed Nevada special agent, succeeding

and has the failure to extinguish at the point was found to be re-clogged. The determination of discovery and status of notification was emphasized of household equipment of this nature occurred in did not cause of events. It housing of sensitive smooth f ledges, a electrical tions aga electricity. The re and the rendered tive in the pump ins that an is available tric boost undergro provide continu

BENNETT E. D. adjuster ern Adj with Ro pendent Chicago

EXAMIN Assn. of Chic spection Gordon chief in Co. will be Restaur will take period.

Mem Uniq

The I has laun with the per, the campaign was sta March no fast city. T window been dis the stic the cou alert an limit in paign s Life." Thro pear b stressin a daily paper prizes a The per pul tures. The in enlist t organiz county. The to the nessee Manag associa cities. well Safety

ely connected
er him with
ter platter
y of a diploma
rsary falls
th anniversary
u, which will
1949.

0

LISTED

fire and
cheduled for
Chicago Insur-
Palmer House
W. Hamilton,
which is spee-
bert Johnson,
r who for 14
his own radio
ill speak on
to Cover a
Business Ex-
ruption Insur-
Will S. Ellis,
oyal-Liverpool
rity on that
W. A. Alex-
"Fire Legal

next will be
elt, manager
at South East
nd "The As-
Plan" will be
branch man-
Casualty Un-
anager of the
ed risk plan.
N. Y., local
the afternoon
Points and

E

een substan-
ne of the fire
led Hair Co.,
mour & Co.,
estimate on
ow \$705,000,
on loss esti-

Bureau states
ed the loss

rages

SS

UL

ONS

s Angeles, Cal.

ago, Ill.

vice"

SALES

ations
ed Com-
Thirty-Some
al appraisal
s more com-
s institutions

s Co.

and has concluded that the reason for the failure of the sprinkler equipment to extinguish or hold the fire in check at the point of origin on the second floor is a matter of conjecture. No evidence was found of clogged piping even though it was reported that the hose line was clogged. The bureau was unable to determine the reasons for delay in the discovery of the fire by the employees and states that the significance of prompt notification of the fire department is exemplified in this report. The importance of housekeeping and the proper installation and maintenance of dust collecting equipment is imperative in occupancies of this nature. The flash fire which occurred in the second stage of the fire did not reach explosion proportions because of the numerous openings and vents. It is recommended that buildings housing this class of risk be of fire resistive construction with interior of smooth finish with minimum beams and ledges, adequate venting and dust proof electrical equipment and with precautions against the development of static electricity in machines.

The result of using unprotected cable and the improper installation thereof rendered the pump in this risk inoperative in the early stage of the fire. Fire pump installation should be so arranged that an uninterrupted source of power is available. Power lines supplying electric booster pumps should be installed underground or encased in concrete to provide proper protection and assure continued operation.

BENNETT JOINS LILL & CO.

E. D. Bennett, formerly for five years adjuster with the Chicago office of Western Adjustment, has become associated with Roy Lill & Co., well known independent adjusters for the companies in Chicago.

EXAMINERS TOUR MARCH 18

Assn. of Fire Insurance Examiners of Chicago will conduct its annual inspection tour March 18 through the Gordon Baking Co. P. A. Pederson, chief inspector of National Inspection Co., will accompany the group. There will be a dinner in the evening at Klas' Restaurant in Cicero. Mr. Pederson will talk and conduct a discussion period.

Memphis Exchange Starts Unique "29" Safety Drive

The Insurance Exchange of Memphis has launched a unique safety campaign with the cooperation of a local newspaper, the "Commercial Appeal." The campaign is based on the figure "29," was started Feb. 29, and will close on March 29. Autoists are urged to drive no faster than 29 miles an hour in the city. To remind them of this 50,000 rear window stickers bearing this figure have been distributed. On the reverse side of the sticker appears a pledge to extend the courtesies of the highway, remain alert and to hold down speed. The legal limit in the city is 30 miles and the campaign slogan is "Spare a Mile, Save a Life."

Throughout March speakers will appear before numerous civic groups stressing accident prevention. There is a daily safety jingle contest in the newspaper for school children with daily prizes and grand prizes.

The campaign is bolstered by newspaper publicity every day including pictures, stories, editorials and cartoons. The insurance men have been able to enlist the cooperation of virtually every organization and business in Shelby county.

The Memphis campaign was brought to the attention of the directors of Tennessee Assn. of Insurance Agents by Manager George Goss and through the association will be promoted in other cities. The agents' associations will be well represented at the Governor's Safety Conference there March 15-16.

Insurance Index Now Gets Out Two Editions

LOUISVILLE—The "Insurance Index" of Louisville is now publishing in two editions, one concerning personal insurance and the other property insurance. Heretofore it has published combined editions covering all branches.

The change is simultaneous with a change in the editorial department. Publisher James E. Dunne announces the replacement of Alvin J. Davis as managing editor with Robert F. Delius, who is also editor of "Journal of Insurance Medicine." The new editorial lineup is headed by Charles D. Dunne, who edited the publication for many years prior to 1936, and Vernon D. Blank, formerly a home office educational director for insurance companies.

The new policy of the publication is slanted more toward the practical side, and less towards the philosophical side of the industry.

New Booklet on Warehouse Fire

Recognizing that a warehouseman's responsibilities to preserve goods are more difficult after a fire, National Furniture Warehousemen's Assn. has prepared a booklet on steps to be taken in event of fires in warehouses. The book-

let is titled, "What to Do After a Fire." It advises warehousemen to become better acquainted with their fire departments, and to check back on their methods of communication to fire departments.

At its annual meeting in Florida, N.F.W.A. dramatized the relationship of its members and fire departments with a laboratory demonstration presented by the Chicago fire department.

Sliding Scale Contracts in Reinsurance Now Prevail

Sliding scale contracts in fire reinsurance whereunder the commission to the ceding company is governed by the loss ratio, are now coming to be just about standard procedure. Many of these contracts have a low range of 30% commission for the most adverse experience, but there are said to be some in existence that run as low as 25%. The fact that direct writing companies are no longer guaranteed a reinsurance commission of 35% or better is one of the important factors that is translated into pressure on local agency commissions. The reinsurance pressure is particularly heavy in connection with general agency business and in excepted cities.

"Rotarian" Tells Story of Texas City Loss Handling

"The Rotarian," the well known publication of the Rotary clubs, in its March edition contains an article "Recovery at Texas City! Now It Can Be Told—How U. S. Insurance Companies Met Their Severest Test Since the San Francisco Fire." The author is Paul W. Kearney. It is strikingly illustrated and it tells the story of how National Board and General Adjustment Bureau operated in the emergency. Mr. Kearney goes into considerable detail in telling what is involved in the handling of each claim. He illustrates by citing some of the simplest dwelling losses. He also describes how the Underwriters Salvage Co. went into action.

Now Fraizer & Fraizer

C. C. Fraizer, general counsel of Health & Accident Underwriters Conference and former insurance director of Nebraska, announces that his son, Theodore J. Fraizer, has become associated with him in the practice of law at Lincoln under the name of Fraizer & Fraizer. Theodore Fraizer graduated at Harvard in 1941, served as a captain in the army and graduated from University of Michigan law school in 1948.

THE OHIO FARMERS
Appoints a New Agent
APRIL 3, 1848.



On April 3d, 1848 the Ohio Farmers appointed Reverend Thomas E. Inman as its first agent. It then proceeded to build up an agency plant looking—in the words of President Calvin Chapin—for "agents of good moral character and with requisite business capacity." The Reverend Inman was the first of a long, long line of Ohio Farmers agents who have enjoyed the pleasant associations of this "agency company"—a company which believes that "service in the public interest" can be best provided through the American Agency System.

The first meeting of Ohio Farmers directors occurred at 7:00 P.M., April 3, 1848 in the Austin store at Westfield, LeRoy P.O.

The signature shown below is taken from an 1878 policy

100th Year



Ohio Farmers Companies

OHIO FARMERS INSURANCE COMPANY

CHARTERED 1848

OHIO FARMERS INDEMNITY CO.

LeRoy, Ohio



THE INSURANCE AGENT IS A GOOD MAN TO KNOW

EDITORIAL COMMENT

Keep Them Running in Their Own Lanes

Those in charge of getting speakers for the various meetings at which anywhere from two to half a dozen speakers are to talk can do their audiences and their speakers a real service by doing a better job of coordinating the speakers' subject material.

The usual system of getting speaking talent attempts in some measure to avoid having two or more speakers cover the same ground but it takes more than routine follow-up work to determine what each speaker is going to say and arrange things so that somebody won't be covering the same points as a previous speaker or, what is about as bad, trying at the last minute to change his talk around after hearing a previous speaker steal his thunder.

The speaker who hears a preceding orator cover essentially the same points that he intended to make is really in a tough spot. It sounds very lame to say, "The previous speaker has really made my speech for me." It sounds like an excuse for not having prepared anything much. The audience's suspicions on this point are likely to be, as they think, confirmed as the speaker flubs around trying to recast his talk so it will sound different from his predecessor's. Instead of the smooth, well-organized address he intended to deliver the victim finds himself forced to ad-lib. That is all right if he is gifted in that direction but not many are. The result is all too likely to be that the audience feels it has been swindled when actually a little advance coordination would have avoided this sort of thing.

Even worse from the audience's point of view are the cases where a speaker arrives just before he is due to go on and has not heard what went before. It may very well happen that the speaker

will give a talk very similar to someone previously on the program now which can hardly be classed as a treat for the audience, no matter how good the talk might have been if it had not been virtually a repeat performance.

At one meeting a speaker who had not heard those before him even introduced his talk with exactly the same joke that one of the earlier speakers had employed. The audience listened dutifully through the lengthy dialect story and though dashed in its hope that the ending might be different still managed to utter sounds of polite laughter. Of course, it is not fair to blame something like that on lack of coordination in the planning department, as it is probably too much to expect speakers to coordinate their joke-telling.

Certainly speakers would not resent being asked well in advance to supply a rough idea of what they are going to talk about, particularly if they realized that the purpose was to prevent overlapping of subject matter. The title of a talk frequently gives no clue whatever to its contents. Often speakers give their talks titles that are deliberately cryptic in order to stimulate curiosity. Even where the title is meant to be descriptive of the ground to be covered there is likely to be a wide range of material which the speaker can cover and it may well turn out that he chooses to stress some angle that another speaker is talking on.

Program chairmen may feel that if they are so fortunate as to line up a bunch of big-name speakers they should not harass them by asking them to outline what they are going to say, yet by doing so they can prevent much embarrassment among speakers and restlessness among audiences.

PERSONAL SIDE OF THE BUSINESS

Harold P. Hilt, prominent local agent at Fremont, O., celebrated his 25th anniversary in the business with a cocktail party and dinner at Fremont Yacht Club, the guests including a dozen field men and company managers. Associated with Mr. Hilt is his son, Lee, who recently returned from service.

Theo W. Kelley, Richmond, immediate past president of Virginia Assn. of Insurance Agents, and Mrs. Kelley were injured in an automobile accident. Mr. and Mrs. Kelley were returning from a brief vacation in Florida. Mrs. Kelley received a cut on her forehead and her left leg was broken. Mr. Kelley's chest was bruised. After Mrs. Kelley spent

a few days in the hospital at St. Augustine, both returned to Richmond.

Oscar West, Washington representative of National Assn. of Insurance Agents, who suffered a heart attack recently, has improved sufficiently to permit him to be moved from his hospital room to an apartment at Wardman Park Hotel, where he is being taken care of by his daughter until April, when his friends hope he will be able to return to his office.

State Senator Walter J. Pearson, Portland, Ore., general agent, has announced his candidacy for state treasurer. He is a Democrat and has served

in the legislature as both senator and representative. He is a son of the late Walter E. Pearson, who was for many years with the general agency of Bates, Lively & Pearson, and who at the time of his death was state treasurer.

Ray Ellis, vice-president of Fireman's Fund, has returned to the head office after making a trip to the eastern seaboard and to Chicago. He is now giving much attention to reinsurance affairs, since Western National Indemnity of the Fireman's Fund group reinsured its direct business into Fireman's Fund Indemnity, and is now being operated as a professional reinsurance company in the fire, casualty and marine field.

M. L. Sumner, Oklahoma City local agent, who has been in Mercy hospital for six weeks or more, is reported slightly better although still in a very serious condition.

Tom J. Davis, Butte attorney, who has announced that he will file for the Republican nomination for U. S. Senator from Montana, is a director of Northwestern Mutual Fire and represented American Mutual Alliance in recent sessions of the Montana legislature.

J. Victor Arthur of Winchester, president of Virginia Assn. of Insurance Agents, is convalescing at University of Virginia Hospital, Charlottesville, following an operation. It is expected that he will be discharged from the hospital the latter part of March.

Charles D. James, president Northwestern National, Milwaukee, and Mrs. James are on a trip in Nassau. Their son, Charles, a student at Hill School, Pottstown, Pa., is joining them.

Edgar C. Lawson, Charleston, W. Va., local agent, has entered the Republican primary for governor on a platform of firing "thousands of unnecessary and useless" state employees and turning over 80% of all liquor profits to cities and towns, which would make special "nuisance" taxes unnecessary.

Mr. and Mrs. Roland H. Lange of Jackson, Mich., are the parents of a son, Robert James. Mr. Lange is special agent of Hartford Fire and district chairman Michigan public relations committee.

A. H. Cathcart, president Cathcart & Maxfield, St. Paul local agency, is a patient in a St. Paul hospital.

Robert H. Hall, Omaha local agent, who is president of the baseball club there, was honored by more than 300 baseball fans at a testimonial dinner. The Omaha club is a St. Louis Cardinal farm in the Western League.

DEATHS

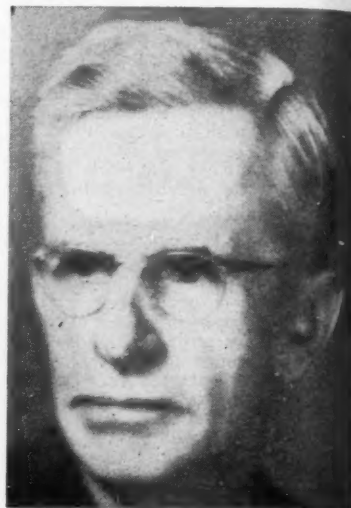
James P. Fellows, head of the farm department in the west for Fireman's Fund, died at Evanston hospital early Monday morning, a few hours after he had been taken there after suffering a heart attack. He had a coronary thrombosis about six years ago. Up to that time he had been a fieldman, but since then he had been in charge of the farm department which obviated travel.

Mr. Fellows was born at Kankakee, Ill., in 1889 and graduated at University of Illinois. In his earlier years he was in the real estate and insurance business in Oklahoma and then traveled for Hartford Fire for some time as a farm

special agent in Iowa. He joined Fireman's Fund in 1927 with headquarters at Des Moines, traveling Iowa and Nebraska, and in 1932 was transferred to Chicago as northern Illinois special agent.

A son, Patterson Fellows, is an ensign in the navy on duty in the south Pacific.

Raymund Daniel, who retired about two years ago as executive secretary of Industrial Insurers Conference, died at an Atlanta hospital at the age of 67. His health had been poor for the past several years. For many years prior to



RAYMUND DANIEL

joining Industrial Insurers Conference, he was connected with the "Insurance Field" in an editorial capacity with headquarters at Atlanta. Also for many years he was secretary of the Georgia Blue Goose and enjoyed a very extensive insurance acquaintanceship. He devoted much attention to fraternal affairs.

Louis A. Moore, 83, retired general adjuster of New York Underwriters, died at his home in East Orange, N. J. Mr. Moore started in insurance in 1885 in the western department of Royal, and in 1900 opened an independent adjusting office. He joined Traders of Chicago in 1904 as general adjuster, and went to San Francisco for Traders to adjust losses on the fire there in 1906. When Traders was liquidated as a result of the San Francisco fire, he stayed in that city as an independent adjuster and the following year went to New York as general adjuster for New York Underwriters Agency. He remained in that post until 1940 when he retired.

Mr. Moore was one of the first loss executives to take an interest in business interruption insurance, about which he wrote many articles and pamphlets. His son, William C., is manager of education and research in the eastern department of General Adjustment Bureau.

Claude E. Graham, 58, Greensburg, Ky., local agent, died there. He had been in the insurance business 35 years.

Ben C. Mathes, 71, associated with his brother, Talbot S. Mathes, for 36 years in the Mathes Bros. agency of Memphis,

THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone Wabash 2794. EDITORIAL DEPT.: Managing Editor: Levering Cartwright. News Editor: F. A. Post. Associate Editors: R. B. Mitchell, D. R. Schilling, J. C. O'Connor. Assistant Editors: Richard J. Thain, John C. Burridge.

OFFICERS: Howard J. Burridge, President. Louis H. Martin, Vice-President and Secretary. St., Cincinnati 2, Ohio.

BRANCH OFFICES IN KEY CITIES

ATLANTA 3, GA.—432 Hurt Bldg. Tel. Walnut 9401. Ernest E. Hess, Southeastern Manager. BOSTON 11, MASS.—210 Lincoln St. Tel. Liberty 1402. Wm. A. Scanlon, Vice-Pres. CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2794. O. E. Schwartz, Chicago Manager. A. J. Wheeler, Resident Manager. L. N. Yellowson, Advertising Manager. CINCINNATI 2, OHIO—420 E. Fourth St. Tel. Parkway 2146. George C. Reeding, Asso-

ciate Manager; George E. Wohlgenuth, News Editor; Arthur W. Riggs, Statistician. DALLAS 1, TEXAS—802 Wilson Bldg., Tel. Central 5833. William H. Diack, Southwestern Manager. DES MOINES 12, IOWA—2332 Grand Ave., Tel. 7-4677. R. J. Chapman, Resident Manager. DETROIT 26, MICH.—219 Transportation Bldg. Tel. Cherry 2826. A. J. Edwards, Resident Manager.

KANSAS CITY 6, MO.—605 Columbia Bank Bldg., Tel. Victor 9157. William J. Gensing, Resident Manager. MINNEAPOLIS 26, MINN.—558 Northwestern Bank Bldg., Tel. Main 5417. R. W. Landstrom, Resident Manager. NEW YORK 7, N. Y.—99 John St., Room 1103, Tel. Beekman 3-3958. Editorial Dept.—Eastern Editor: Kenneth O. Force; Assistant Editors: Russell Porter and Donald J. Reap.

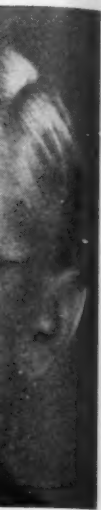
Business Dept.—Ralph E. Richman, Vice-Pres.; J. T. Curtin and W. J. Smyth, Resident Managers. PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127. Tel. Pennypacker 5-3706. E. H. Fredrikson, Resident Manager. SAN FRANCISCO 4, CAL.—507 Flatiron Bldg., Tel. EXbrook 2-3054. F. W. Bland, Pacific Coast Manager. Guy C. Macdonald, Pacific Coast Editor.



March 11, 1948

joined Fire-
headquarters
owa and Ne-
transferred to
inois special

is an ensign
south Pacific.
retired about
secretary of
ence, died at
e age of 61,
for the past
years prior to



EL

Conference,
"Insurance
capacity with
so for many
the Georgia
very exten-
couship. He
fraternal af-

ired general
underwriters,
range, N. J.
ance in 1885
e of Royal,
pendent ad-
Traders of
adjuster, and
Traders to
ere in 1906.
ed as a re-
e, he stayed
ent adjuster
nt to New
New York
remained in
e retired.

ne first loss
in business
t which he
aphlets. His
r of educa-
tern depart-
t Bureau.

Greensburg,
e. He had
ss 35 years.
ted with his
or 36 years
of Memphis,

LISHED
THURSDAY
Wabash 2704.
Martin, Vice-
20 E. Fourth

hman, Vice-
yth, Resident
Broad Street,
-3706. E. H.

atiron Bldg.
land, Pacific
maid, Pacific

died there after being a semi-invalid for two years as the result of a serious heart ailment.

Donald J. McDonald, 78, local agent at Eau Claire, Wis., for 30 years, died there after a month's illness.

Arno F. Zahn, 44, local agent at Rantoul, Ill., and for the past year at Potter, Wis., died at a hospital at Fond du Lac, Wis., following an operation.

Edmund C. Reardon, 52, associated with R. F. English in the local agency of English & Reardon, Arcadia, Wis., died there after a brief illness.

Floyd C. Wright, 55, owner of the Wright & Wright agency, Columbus, O., died there. He had operated his agency 26 years and was a director of Merchants Fire of Indianapolis.

Russell H. Errett, 59, Des Moines local agent, died at his home of coronary thrombosis. He had operated an agency in Des Moines for two years, having moved there from Rockford, Ill.

Miss Martha Wernimont, 71, secretary of Council Bluffs (Ia.) Assn. of Insurance Agents, died there. She was office manager of the Mulqueen Ins. agency.

Fred B. Merrill, 61, local agent and former mayor of Stillwater, Minn., is dead. He had been in the insurance business at Stillwater about 25 years.

Len S. Shaw, 63, former local agent of Mayfield, Ky., and past president of Kentucky Assn. of Insurance Agents, died at Mayfield.

Mr. Shaw had been in poor health for some years. Following a stroke five or six years ago he went to Florida for a time, later returning to Mayfield. Two sons formerly were in the insurance business, Milton Shaw, a special agent in Indiana, and Cook Shaw, who was connected with agencies at Louisville.

Claims Men, Police Set Up Loss Cooperation Program

A lost property recovery committee has been appointed by the Inland Marine Claims Assn. to cooperate with the police department. The committee will contact the lost property clerk and the lost property bureau of the police department and with their assistance keep the police fully informed of property reported lost to insurance companies. At the same time it will keep claims representatives informed of all property turned over to the lost property clerk at the police department.

Lawrence Messimer, St. Paul F. & M., and Francis Jarman, American, will head the committee. Donald Roberts, association president, presided at the meeting, at which these new members were elected: R. W. Bennett, vice-

president of the Boston; G. N. Garey, vice-president, McDaniel & Co.; and G. T. Patterson, assistant superintendent of underwriting and losses, Springfield F. & M.

Describes Ease of Selling Comprehensive Personal

With the weight of three good magazine articles and daily stories in the newspapers, comprehensive personal liability has become a simple form of coverage to present and sell, Dwight B. Aden of J. E. McGovern-Carroll Co., Spokane, remarked in his address at the annual meeting of the Washington Assn. of Insurance Agents.

Mr. Aden said that the general public is interested in personal liability. That is because more people today are playing golf, selling boats, hunting or building homes. They are beginning to realize that these activities bring new risks of accidental injury to others.

Moreover, inflationary values that juries and judges now put on human life and lost hours of work has increased the value of the coverage. He noted that in Los Angeles judgments have increased about \$7,000 over a five year period.

Mr. Aden also noted that there is a remarkable increase in claim consciousness: "The general public is really looking for opportunities to bring suit against another person who may be negligent," he said.

He recommended the use of items from the local newspapers in selling. They can be collected almost daily and clipped in a sales portfolio or copied by photostat.

Mr. Aden outlined what his agency has done to promote the sale of comprehensive personal. They send a letter with the edge of the paper covered with illustrations of accidents that can happen around the home and would be covered by a personal liability policy. The letter describes the coverage and the cost.

These letters must be followed up, he said. On the follow-up call there is an opportunity not only to sell the coverage described but also other lines.

Alexis Caswell of Minneapolis, one of the organizers of the Insurance Buyers Assn. of Minnesota and its secretary-treasurer until recently, has received the highest award of the National Assn. of Cost Accountants, an honorary retirement membership.

Alfred C. Sinn and **Charles J. Unger**, president and executive secretary respectively of New Jersey Assn. of Insurance Agents, were guests at the March 8 meeting of Casualty Underwriters Assn. of New Jersey.

SECURITY

A Staple Commodity

Security . . . sought and hoped for by every one. Security, not to be bought or sold. Security, the impulse that creates business and prosperity. Each person seeks some kind of security. However is secure in the knowledge that our years of experience have earned us the confidence that we point to with pride and satisfaction.

We have been satisfying the needs of our clients in a prompt, progressive, friendly manner, which has resulted in a return of confidence from the insured, through the agents, to us.

Confidence—the warm calling card between the client and the agent is yours—by consulting our field men for competent, friendly advice. Security—the direct result of well being brought by this confidence.

★

THE HANOVER
FIRE INSURANCE CO.
OF NEW YORK
Organized 1852

THE FULTON
FIRE INSURANCE CO.
NEW YORK

★

HOME OFFICE
111 John St., New York, N. Y.

WESTERN DEPT.
Insurance Exchange Building, Chicago 4, Ill.

PACIFIC COAST DEPT.
340 Pine Street, San Francisco 4, Cal.



"I DON'T HAVE THE RENT READY, I HAVE BEEN COLLECTING PREMIUMS IN FOODSTUFFS."

EMPLOYERS REINSURANCE CORPORATION

J. B. ROBERTSON—PRESIDENT

Reinsurance
Automatic or
Facultative
Covers in the
Casualty-Fidel-
ity and Surety
Field. Regional
Offices at Your
Call.

KANSAS CITY

Insurance Exchange Bldg.

NEW YORK

107 William Street

CHICAGO

175 West Jackson

SAN FRANCISCO

114 Sansome Street

LOS ANGELES

606 South Hill Street

The
UNI

Zon
Rati
at L

Mc
P.F.
Ge

LIT
suranc
problem
staffs
Insuran
Mon
registr
person
states.
zone
McKen
sas c
was in
sessi
held i
torium
ion Li
Co. bu
C o
sioner
opened
with a
as to
first m
L. Wa
suranc
secretar
ing Bu
inland
dispens
Mr. W
with a
not sub
filing.
there is
panies

Handb

The
ly arou
trol, thi
classes.
the flo
opinion
nished
dividual
be cons
for such
to the
from w
that th
there w
compan

L. D.
Rollin
federati
Wetterle

Zone 5 Conducts Rating Forum at Little Rock

**Motor Cargo Filings, Rates;
P.P.F. Experience
Get Airings**

LITTLE ROCK — A four-day insurance forum on state rate regulatory problems for commissioners and their staffs in zone 5 of National Assn. of Insurance Commissioners opened here Monday with a registration of 83 persons from 13 states. Chairman of zone 5, Jack G. McKenzie, Arkansas commissioner, was in charge, and sessions were held in the auditorium of the Union Life Insurance Co. building.

Commissioner McKenzie opened the forum with a few remarks as to its purpose and then turned the first morning's session over to Harold L. Wayne, manager Inland Marine Insurance Bureau, and William H. Rodda, secretary Transportation Insurance Rating Bureau, as discussion leaders on inland marine rating problems. Both dispensed with presenting formal papers. Mr. Wayne set the discussion rolling with an outline of inland marine rates not subject by statute to manual or class filing, namely, those classes in which there is no "concert of action" by companies in rate promulgation.

Handbooks Only Advisory

The ensuing discussion centered largely around motor truck cargo rate control, this being the largest of the unfilled classes. In answer to a question from the floor, Mr. Wayne expressed the opinion that company handbooks furnished agents in helping to establish individual rates for these risks are not to be construed as class or manual rates, for such handbooks are merely advisory to the agent to give him a basing point from which to start. He emphasized that the criterion was whether or not there was a "concert of action" among companies. Total inland marine pre-

(CONTINUED ON PAGE 26)



J. G. McKenzie

All Except Mutuals Favor D. C. Legislation

By H. C. HALLAM

WASHINGTON—All witnesses appearing at a hearing Monday before a Senate District of Columbia subcommittee endorsed the House-passed D. C. casualty rating bill with amendments, except A. V. Gruhn, general manager American Mutual Alliance, who criticized the bill as possibly "inadequate" and loosely drawn. At the suggestion of the acting chairman, Cain of Washington, Mr. Gruhn is to file a written statement or brief setting forth the mutual view.

First witness was Superintendent Jordan, who submitted a number of amendments agreed upon by various interests that have been concerned with this legislation for the past year or more. He observed that during 1947 rate regulatory laws were enacted in most of the states and the bill under consideration is intended to provide such necessary regulation for the District of Columbia. Unless such legislation is enacted prior to July 1, policyholders in the district and the insurance companies will be greatly inconvenienced, he said.

Several bills were introduced in the first session of the 80th Congress. One of these was sponsored by the district. The proponents of these bills could not agree among themselves to accept any particular bill and consequently the present bill was introduced by Congressman Simpson of Illinois in an effort to effect a compromise. It consists largely of excerpts from other bills.

Amendments Necessary

Mr. Jordan said he concluded certain amendments are necessary, and many insurance representatives concur as well as the corporation counsel of the district.

Prior to Mr. Gruhn's appearance Cain remarked there appeared to be no dissenters, that the amended bill resulted from a "meeting of the minds." Cain forecast adjournment of Congress probably in June and indicated there would not be much time for the insurance bill if action is delayed.

Amendments submitted by Mr. Jordan would change the word "insurers" to "companies" throughout the bill, clarify its meaning so that title insurance would not be covered, provide that rates may become effective immediately upon filing, strike out the catch-all clause Section 5(e), make provision for revising the manner in which rating systems are applied, provide that expenses of the superintendent's examina-

tion of company and rating organization records shall be paid by them, and make various technical and clarifying changes.

Assistant Corporation Counsel Lloyd Harrison said the amended bill was the best that could be obtained.

Ely Favors Measure

Robert B. Ely, Indemnity of North America, "heartily" favored the bill with amendments submitted which, he said, did not change the substance of the bill as passed by the house. Major insurance interests concerned, except the mutuals, he said, concurred on the bill.

Howard M. Starling, Assn. of Casualty & Surety Companies supported the bill as amended in a brief statement. He said it "would permit us a reasonable freedom of operation, but would give the insurance buying public the protection they are entitled to under PL 15."

Mr. Gruhn questioned whether the bill and regulation under it would be adequate to make it safe for companies to act in concert to the extent necessary without violating the anti-trust laws after expiration of the moratorium. He discussed the D. C. fire, compensation and taxicab insurance laws which, he said, set up adequate standards for rates and rating, but questioned whether the casualty bill does.

Specifically, he criticized the provisions as permitting undue individual discrimination in competitive writing, lacking requirement that adequate information be filed with rates, lacking provision of a waiting period before rates become effective. Some of the factors to which the superintendent would have to give consideration in passing upon casualty rates, the witness thought, are undefined or too loosely defined. He doubted it would be possible for the superintendent to substitute his judgment for the underwriters' because standards are not definite, and he doubted the superintendent could make his actions "stick" if he decided against rates.

Anti-Discrimination Provision

Section 3 (c) Mr. Gruhn described as "nullification" of the anti-discrimination provision, and he asked what was the meaning of such words as "expense" and "management" in that section.

When Cain suggested Mr. Gruhn's criticisms were raised a good many months after House hearings, the witness replied there had been no hearings on the amended bill. But it was pointed out that hearings had been held on other bills of which this one is a development.

Expressing appreciation of efforts of
(CONTINUED ON PAGE 27)

New Assigned Risk Automobile Plan Is Released

**Eliminate Declination
Letter Requirement—
Establish Investigation Fee**

The national advisory committee on automobile assigned risk plans, which consists of representatives of all segments of the industry writing automobile liability insurance, announces the new uniform automobile assigned risk plan developed after several months of meetings. The plan contains several important improvements.

The provision for distribution and assignment of risks has been revised so that individual companies which do not write public automobile or long haul truckmen will not be expected to receive assignments of such risks. Those companies which do accept assignments of this class will receive double credit or \$2 on every dollar of premium in connection with these classes. Thus they will not get as many such risks as perhaps they have been assigned in the past. The new provision also indicates that risks involving more than one car of any class may be split and assigned to more than one subscriber when necessary with the understanding that a subscriber is not required to accept assignment of more than one unit of any particular risk. This will break up assignment of fleet risks.

The requirement of three letters of declination has been entirely eliminated. Under the new plan the applicant certifies that he has attempted to obtain B.I. and P.D. cover without success.

The application for insurance must be accompanied by an investigation fee of \$5 per car subject to a maximum of \$50 per risk. This is a new provision for the general plan, though a few states provides for investigation fees, including California. This fee is credited against the premium if the risk is assigned and accepted. If the applicant fails to pay the balance of the premium, the fee is not returnable, although, if the risk is disqualified for assignment, the fee is returned to the applicant.

A risk is to be assigned for a period of three years and at the end of that
(CONTINUED ON PAGE 39)



LUMINARIES AT ANNUAL LUNCHEON OF INSURANCE FEDERATION OF ILLINOIS AT CHICAGO.

L. D. Cavanaugh, president of Federal Life and first vice-president of the federation; Rollin M. Clark, vice-president Continental Casualty and retiring chairman of the federation; D. K. Weiser, Aetna Casualty manager and now federation chairman; Ray J. Wetterlund, vice-president Washington National, and new president of federation;

Lillian L. Herring, executive secretary of federation; Insurance Director Parkinson of Illinois; L. E. Falls, secretary Insurance Institute of America, and Robert I. Mehr, insurance professor, University of Illinois. Pictures by H. H. Fuller, deputy U. S. manager of Zurich.

arg. P. D.
 left & Coll.
 ems. Prema
 and and
 losses Losses
 \$ \$
 1,368 32,300
 0,889 12,502
 803,147 268,712
 7,251 16,134
 7,603 13,694
 5,862 977,466
 1,572 421,899
 8,875 164,324
 9,372 67,771
 2,017 834
 7,804 39,324
 4,023 29,741
 2,946 278,387
 4,899 220,765
 8,093 2,940
 154 284
 1,487 245
 5,266 503,420
 2,765 339,159
 1,223 779,400
 8,966 401,781
 5,736 115,546
 0,256 36,736
 8,065 4,700
 1,218 14,206
 4,804 1,896
 9,890 218
 6,089 567,011
 6,649 224,111
 3,685 401,202
 4,827 258,264
 3,924 3,096,821
 2,095 1,322,170
 1,415 6,881
 338 386
 2,639 570,535
 7,007 286,576
 9,314 1,201,060
 5,519 630,739
 2,448 181,441
 7,810 48,749
 10,130 3,265
 1,257 1,375,497
 5,215 564,246
 76,486
 8,0658 76,486
 8,669 50,555
 7,782 717,231
 9,919 385,044
 Paid
 Losses
 23 1,826,659
 43 34,344
 53 51,788
 08 49,605
 54 38,828
 42 2,297,829
 63 195,094
 59
 41 19,049
 73 185,528
 60 176,116
 59 124,130
 33 38,270
 63 207,811
 05 22,461
 49 75,872
 13 8,620
 36 178,207
 36 1,088,758
 32 334,200
 07 29,299
 15 56,161
 51 10,483
 97 159,097
 44 207,664
 35 12,541
 37 231,228
 38 22,799
 16 272,976
 73 5,039,999
 20 2,823,720
 76 902,181
 18 37,818
 10 437,015
 0 34,478
 18 1,582
 16 13,324
 4 29,781
 3 31,889
 1 117,047
 6 2,494
 1 85,033
 2 46,219
 2 40,908
 4 2,882,227
 7 131,367
 8 192,252
 2
 9 9,416
 1 115,616
 4
 3 5,683
 2 304,037
 1 \$27,149,539
 1 23,901,965
 5 23,381,474
 24)



CONDENSED ANNUAL STATEMENTS OF THE

Aetna Life Affiliated Companies

DECEMBER 31, 1947

HARTFORD, CONNECTICUT

Aetna Life Insurance Company		98th Annual Statement
Assets		\$1,363,711,051.25
Liabilities		1,257,035,212.67
Contingency reserve	\$39,300,000.00	
Capital	15,000,000.00	
Surplus	52,375,838.58	106,675,838.58

Aetna Casualty & Surety Company		41st Annual Statement
Assets		\$132,457,555.89
Liabilities		92,120,479.43
Contingency reserve	\$5,050,000.00	
Capital	6,000,000.00	
Surplus	29,287,076.46	40,337,076.46

Automobile Insurance Company		35th Annual Statement
Assets		\$53,238,585.07
Liabilities		36,558,901.10
Contingency reserve	\$2,850,000.00	
Capital	5,000,000.00	
Surplus	8,829,683.97	16,679,683.97

Standard Fire Insurance Company		38th Annual Statement
Assets		\$10,648,143.63
Liabilities		6,577,541.42
Contingency reserve	\$500,000.00	
Capital	1,000,000.00	
Surplus	2,570,602.21	4,070,602.21

Total premium income—all companies—1947	\$ 336,751,520.81
Paid to or for policyholders since organization	2,850,269,219.93
Life Insurance in force December 31, 1947	6,985,582,079.00
Increase in Life Insurance in force during 1947	671,335,387.00

BRIEF as they are, the statements above offer clear evidence of the continuously growing strength of the Aetna Life Affiliated Companies. Important as this fact is to Aetna agents, policyholders, and stockholders, it is even more significant as a measure of the economic health of the country as a whole. For insurance, like freedom, is everybody's business. Aetna's conscientious trusteeship of policyholders' money, and Aetna's service to policyholders and agents, contribute importantly to the country's stability.

<i>Life Casualty</i>	<i>Fire Marine</i>
AETNA LIFE INSURANCE COMPANY	AUTOMOBILE INSURANCE COMPANY
AETNA CASUALTY & SURETY COMPANY	STANDARD FIRE INSURANCE COMPANY

N. Y. 1947 Record

(CONTINUED FROM PAGE 22)

SPRINKLER & WATER DAMAGE

	Net Premiums	Paid Losses
Aetna Cas.	\$ 501,784	\$ 161,718
Amer. Reins.	458	1,021
Columbia Cas.	1,206	1,021
Commercial Cas.	1,491	716
European Gen. Re.	20	20
Great Amer. Indem.	739	197
Indem. of N. A.	9,614	4,280
Metropolitan Cas.	3,265	3,147
Ocean Acc.	30,727	3,110
Preferred Acc.	83	144
U. S. F. & G.	4,715	1,901
U. S. Guarantee	4,545	39
Total	\$ 558,647	\$ 176,293
1946	621,492	136,829
1945	490,861	118,380

BOILER & MACHINERY

	Net Premiums	Paid Losses
Aetna Cas.	\$ 3,486	\$ 1,385
Amer. Employers	17,690	1,809
Amer. Guar. & Liab.	70,767	20,869
Amer. Reins.	11,843	12,054
Arex Indem.	3,825	74
Columbia Cas.	11,918	—65,984
Continental Cas.	—21,863	2,358
Eagle Indem.	44,125	10,074
Employers Liab.	80,700	31,080
Employers Reins.	—255	12,027
European Gen. Re.	53,630	10,789
Excess	—6,748	—
Fidelity & Casualty	492,752	78,620
General Acc.	3,402	17,572
Globe Indem.	104,676	12,228
Great Amer. Indem.	643	—

	Net Premiums	Paid Losses
Hartford Steam Boiler ..	\$59,108	281,843
Indem. of N. A.	196	53,671
Lumb. Mut. Cas., Ill.	410,131	31,611
Mutual Boiler	242,791	54,588
Ocean Acc.	63,800	29,315
Royal Indem.	142,831	35,317
Sec. Mut. Cas., Ill.	8,559	—
Travelers Indem.	\$10,622	161,003

Total	\$3,209,639	\$ 792,213
1946	2,047,939	—340,309
1945	1,108,773	562,325

CREDIT

	Net Premiums	Paid Losses
Amer. Credit Indem.	\$ 395,112	\$ 24,936
Employers Reins.	139,481	21,478
European Gen. Re.	167,676	8,927
Total	\$ 702,269	\$ 55,341
1946	713,367	—1,880
1945	687,848	—5,152

LIVESTOCK

	Net Premiums	Paid Losses
Hartford Acc.	\$ 4,579	\$ 2,700
Hartford Livestock	106,414	59,693
Total	\$ 110,993	\$ 62,393
1946	119,998	49,280
1945	87,823	4,576

Enlarge Farmers Auto Bldg.

LOS ANGELES—Farmers Automobile group plans a four-story addition to its home office building here to make it a seven-story structure. Cost of the addition will be about \$600,000.

Cal. Assigned Risk Plan Threatened by Club's Stand

SAN FRANCISCO—The effort of California State Automobile Assn. to get from under provisions of the new California assigned risk law and the plan subsequently set into operation the first part of this year by Commissioner Downey, got started at a public hearing here March 5. The commissioner had indicated intention to revoke the certificate of authority to operate held since 1914 by the association's inter-insurance exchange. After many hours of discussion the case was taken under advisement.

Indications that the association would reject any assigned risks unless they involved members of the "club" and would contend the law was unconstitutional were evidenced at the hearing on the plan last October. However, Commissioner Downey added a section specifying that non-membership in any type of insurer would not exempt the insurer from accepting its routine assigned risks.

At the hearing Friday, attorneys for the association claimed the new law was

unconstitutional under federal and state constitutions because it violated the right of contract, contained an unlawful delegation of powers and sections which did not clearly define their meaning—such as placing in the commissioner's hands authority to set "underwriting standards" or "policy" without being more definite as to what the standards should be based upon.

The club's attorneys also contend the law itself is illegal and the plan as approved was not authorized by statute. These are based largely upon the club's attorney-in-fact, application for coverage and its rules and regulations—all of which specifically state that only association members can obtain insurance in the inter-insurance exchange.

Considering Ruling

Frank Fullenwider, deputy commissioner, handling the hearing for the department objected to presentation of these documents as exhibits on the grounds they were irrelevant but the state hearing officer, J. G. Clarkson, said it would assist in determining the case if these documents were introduced. The case was taken under advisement.

It is believed that if the hearing ends in favor of the commissioner the club will carry its contentions of unconstitutionality to higher courts.

Report Casualty Mutuals Favor Cash Sickness Plan

Some of the larger mutual casualty companies writing accident and health insurance are reported to be taking a rather favorable attitude toward the cash sickness measure introduced in the New Jersey legislature. Many of these companies have entered the accident and health field rather recently and are inclined to look at that business from the standpoint of their experience with workmen's compensation. They say that competitive compensation state funds have not interfered materially with the business of private companies and they feel that the situation would be much the same in regard to accident and health.

Difference in Two Lines

It is pointed out, however, by those interested primarily in accident and health business that there is a great difference between it and workmen's compensation. In compensation the insurer deals altogether with the employer, who pays the premium, while under the New Jersey proposal the employer would be eliminated entirely. When compensation benefits are increased by law, the increased costs can be passed on to the employer, but that is not so easy to do in the case of cash sickness plans. In California, the labor interests are demanding an increase in the benefits without any increase in rates and in fact have as a definite objective the total elimination of profits under the cash sickness scheme.

Even if participation by private carriers is allowed, as is the case in California and as proposed in New Jersey, they will face a continuous fight for the elimination of such participation.

Auto Rate Increases Filing Is Made in Penna.

HARRISBURG—National Bureau of Casualty Underwriters has filed new auto P.L. and P.D. rates boosting the premiums in Pennsylvania in "some" cases, according to George B. Elliott, chief actuary for the state bureau of rate regulation.

Trade sources said a 10% increase on P.L. and 15% on P.D. rates are sought.

The department has 30 days to approve or disapprove the rates. Elliott said the period "expires about the middle of this month."

"The experience of the companies," Mr. Elliott said, "has been bad, particularly on property damage. This is due to the higher costs of repairs and of new cars."

PROVIDENT PROGRESS

Thanks to the ability, industry, and loyalty of the Provident Producers who now serve over two million policyholders and dependents ...

Accident and Health Premiums

1927	\$3,695,583	
1937	\$5,685,952	\$19,585,413
1947		

Life Insurance In Force

1927	\$30,865,906	
1937	\$112,046,898	\$452,576,345
1947		

Assets

1927	\$3,933,443	
1937	\$9,910,643	\$42,829,313
1947		

Entered Massachusetts at the close of 1947... now licensed in 38 states and the District of Columbia.



PROVIDENT LIFE & ACCIDENT INSURANCE COMPANY

CHATTANOOGA

protecting provident people since 1887

BITUMINOUS CASUALTY CORPORATION

ROCK ISLAND ILLINOIS

FINANCIAL STATEMENT

December 31, 1947

ASSETS

BONDS—(Amortized values):		
United States Government	\$14,622,468.67*	
Political Subdivision of States	82,450.89	
Railroads	23,990.73	
TOTAL BONDS		\$14,678,910.29**
STOCKS—(Market values):		
Preferred—Railroad, Public Utility, Industrial and Miscellaneous	\$ 250,300.00	
Common—Railroad, Public Utility, Industrial and Miscellaneous	676,415.00	
TOTAL STOCKS		926,715.00
Investment in Bituminous Fire and Marine Insurance Company	350,000.00	
Cash	2,586,903.00	
Premiums in Course of Collection—Less than 90 days due	1,202,869.11	
Advance deposit premiums on reinsurance	15,427.49	
Reinsurance recoverable on losses paid	14,101.15	
Accrued interest on bonds	37,845.85	
TOTAL ADMITTED ASSETS		<u>\$19,812,771.89</u>

LIABILITIES

Reserve for Claims	\$11,468,858.95	
Reserve for Unearned Premiums	4,257,863.63	
Reserve for Unpaid Dividends to Policyholders	24,524.42	
Reserve for Taxes and Reinsurance	272,040.90	
Reserve for Commissions and Other Expenses	321,191.66	
Other Liabilities	65,058.41	
Provision for fluctuation in Market Values of Securities	165,000.00	
	<u>\$16,574,537.97</u>	
Capital	\$ 1,000,000.00	
Surplus	1,000,000.00	
Voluntary Contingency Reserve	1,238,233.92	
SURPLUS AS REGARDS POLICYHOLDERS		<u>3,238,233.92</u>
TOTAL LIABILITIES, CAPITAL AND SURPLUS		<u>\$19,812,771.89</u>

* United States Government Bonds carried at \$872,700.13 in the above statement are deposited as required by law.

** Market value of bonds \$87,920.60 in excess of above amortized value.

United States Government Bonds and Cash represent more than 86% of the Total Admitted Assets.

Zone 5 Conducts Rating Forum

(CONTINUED FROM PAGE 21)

miums were about \$175 million last year, he said, and between \$85 and \$90 million of these are now subject to rate filing requirements.

Personal property floaters came in for extended discussion particularly as to need for routing them through stamping offices as is done with fire daily reports, and the justification for present minimum premium requirements. Both Mr. Wayne and Mr. Rodda took the position that auditing of inland marine business is unnecessary, that there are not a sufficient number of errors, either intentional or otherwise, to merit stamping offices, and that auditing would not catch the willful violator in any case. They also pointed out that any company might be open to a charge of discriminatory practices were it not to follow PPF filings made for it by the bureaus.

Mr. Wayne stated that forthcoming figures will show that present minimum premiums are not adequate, and that small personal property floater policies are the ones principally responsible for "burning up" the companies on this line. He pointed out to the commissioners and their personnel that inland marine underwriters have taken steps to

increase values, are getting reappraisals, are eliminating smaller PPF policies in an effort to improve experience; and nevertheless, deductible loss ratios are likely to be several points up this year.

A number of department representatives expressed views that unregulated inland marine lines were being used to discriminate between assureds in some instances, citing motor truck cargo coverage as example. Mr. Wayne said that I.M.I.B. companies write 95% of all motor truck cargo coverage and that omission of filings is not because the companies don't want to make filings, but because it is impossible from a practical standpoint. He cited the extensive four-year study which the old I.M.U.A. had made on the subject some years back which brought out clearly that there was no basis for establishing suitable rate formulas because of the individualities of such risks.

At noon, delegates to the forum attended a luncheon in the Continental room of the Hotel Marion where they were welcomed by Ben T. Laney, governor of Arkansas.

The afternoon session was devoted to a lengthy discussion of the standard

classification plan of the N.A.I.A. and the practical implications of making experience statistics available to the various departments. This discussion was led by a panel composed of Lewis A. Vincent, actuary National Board; C. H. Graves, Mutual Statistical Assn.; L. C. Poor, Missouri Inspection Bureau, and George D. Suter, manager Arkansas Inspection & Rating Bureau.

Mr. Vincent and Mr. Graves made explanatory addresses indicating how their organizations were compiling experience data under the new 115 classifications of the standard code. During the following discussion it was brought out that the old 26 classes of the National Board would be continued during the transition period to the new 115 classifications, and that beginning next year experience would be reported under the latter as well as the former if the departments so desired for rating purposes.

Rates by Class

It was also brought out by Messrs. Vincent and Graves that the loss ratio of any particular class cannot, in itself, be the ultimate answer to the particular rate for a particular class because of other factors bearing upon the final rate determination. The classified experience is only a general measure or index of the rate level or trend. There can be no experience rating in fire insurance except in a very general sense because of other intervening factors.

The commissioners were urged to adopt the standard classification system as prepared by N.A.I.C. and not to ask for special groupings or headings which might mean extra administrative handling.

At the close of the session, all attending the forum were guests of Harvey Walker, president of Union Life, at a cocktail party in the president's penthouse atop the Union Life building.

In the audience as interested spectators were a number of Arkansas company men and local agents and the managers of two state agents' associations, Alpha Kenna, Kansas Assn. of Insurance Agents, and Miles O. Moore, Jr., Arkansas association.

Take Casualty Second Day

Harry Richardson, secretary National Council on Compensation Insurance opened the Tuesday sessions with an explanation of the statistical and general rate making methods and procedures of the National council and the operations of state compensation rating offices. He outlined principles behind experience and retrospective rating plans and commented that, in general, assureds who have elected retrospective have saved 15% to 20% from standard rates.

Also on the morning session was Perry Inhofe, president, Tri-State Casualty, who commented on outside factors that influence compensation rates, namely, legislation, administration of laws, fluctuation of the value of "the labor dollar." He warned state officials of the possible influence of a recession on compensation experience, for when a recession comes, he said, rates will be on a high wage period, more employees will be willing to remain home on benefits as wages are lowered, and the many "sleeping claims" will be reopened when the wage scale goes low enough.

Bond and Liability Sessions

The afternoon session heard Elmer Anderson, assistant secretary, and Peter Zimmerman, Surety Assn. of America, and H. J. Hudson, assistant secretary Central Surety, lead a discussion on fidelity and surety bonds.

W. D. Hall, actuary National Automobile Underwriters Assn., led the session on auto and liability statistical rating bonds.

Commissioner Joe P. Gibbs of Texas was the presiding officer of the day.

Luke Kavanaugh, Colorado; Dickey, Oklahoma; Sullivan, Kansas; Stone, Nebraska; Apodaca, New Mexico, and Butler and Gibbs of Texas were on hand for the meeting.

Employers Mutual Cas. Reports Gains in 1947 Operations

Assets of Employers Mutual Casualty of Des Moines increased over \$2 million in 1947 to a total of \$13,266,824, continuing the steady growth this company has shown through its 37-year history. Premium writings totaled \$11,836,138, a gain of 29.4% over 1946. Surplus and contingency reserves total \$2,142,913, a slight gain over 1946. In addition, approximately \$1 million was added to claim reserves and an additional million to unearned premium reserve.

Underwriting profit for 1947 was \$390,000 and investment gain totaled \$175,000. After setting aside a special reserve of over \$300,000 for dividends to policyholders, and federal income taxes of \$117,000, surplus account was increased \$19,000.

Principal Assets Items

Assets are chiefly in cash and U. S. bonds. Cash totaled \$1,679,916 and bonds at amortized value were \$9,708,168. Premiums in course of collection, not past due, were \$1,506,526. Balance of assets are: Stocks \$64,070; F.H.A. mortgages \$109,366; accrued interest \$38,423; and the company's home office building which is conservatively valued at \$160,355.

Remodeling of its home office building to accommodate the increase in business is now under way in Des Moines. Branch offices are maintained in Chicago, Philadelphia, Minneapolis, Lansing, Omaha, Wichita, Kansas City, Denver, Dallas, Milwaukee, and Charlotte, N. C.

Officers of Employers Mutual are: J. W. Gunn, chairman and treasurer; John F. Hynes, president; M. J. Wilkinson, vice-president; W. J. Hynes, secretary; W. Z. Proctor, general counsel; H. A. Watson, assistant secretary treasurer; and R. H. Chatfield, assistant treasurer.

Tourists Warned of New B. C. Responsibility Act

SEATTLE—A warning that the new British Columbia motor vehicle responsibility act, which became effective March 1, calls for impounding of automobiles owned by tourists immediately following an accident, regardless of fault, where bodily injury or property damage in excess of \$25 results, has been sounded by Stuart G. Thompson-Elwell Co., Seattle general agents.

They advised agents throughout the northwest states that since travel into British Columbia is particularly heavy through the summer months, they should be prepared to issue evidence of proof of financial responsibility on the proper form prescribed by that province. The card must be shown in order to secure a release of the impounded car.

Cards are being made available in quantities to any insurer licensed in British Columbia or others not licensed there which file with the superintendent of insurance of the province a "power of attorney and undertaking." When such a filing is made, a supply of cards is furnished the insurer, which in turn can supply them to agents. It has been recommended that agents secure a supply of cards and caution insured to secure one before taking a car into British Columbia.

Award VA Hospital Contract

Del E. Webb Construction Co., Los Angeles, was awarded the contract for the erection of a new veterans hospital at Portland, Ore., at its bid of \$2,593,952. Maryland Casualty will execute the bond.

Mike Radich & Co., Burbank, Cal., was low bidder at \$2,596,243 for sewer work at Arcadia, Cal. Great American Indemnity, through Wren & Van Allen, Los Angeles, was on the bid bond.



It's Teamwork That Wins

A dash down an icy mountainside in a racing bobsled calls for perfect teamwork. Insurance Agents need a team behind them if they are to realize the fullest share of business. Hawkeye-Security Agents have such a team backing them up. Underwriting, Claim, Production . . . yes, all departments . . . work together as smoothly coordinated team to help Agents boost their profits. Day in and day out . . . the trend among the better Agents is to . . .

HAWKEYE CASUALTY CO.
SECURITY FIRE INS. CO.

DES MOINES 7, IOWA

All But Mutuals for D.C. Measure

(CONTINUED FROM PAGE 21)

authors of the bill to protect the industry from the anti-trust laws, Gruhn said there was no word from the Department of Justice as to what it regards as adequate under PL 15. If the pending bill were not adequate or were on the borderline, companies would have to operate at their peril, he said.

"Do you agree legislation should be passed before June?" asked Cain.

"It is not incumbent upon any state to act if it does not want to do so," replied Mr. Gruhn, "if it wants the anti-trust laws or federal laws instead of state laws. We hope it does not. We want to be able to act in concert to the extent necessary."

Waiting Period Question

Replying to Mr. Gruhn, Mr. Jordan said the D.C. fire, compensation and taxicab laws were not intended to meet the requirements of PL 15. The question whether state laws meet those requirements has been argued all over the country, he said. Also the question whether there should be a waiting period, but most lawyers agree that lack of it would not make a law void under PL 15. Jordan said section 3 (c) had been taken from another bill heard by the House.

Mr. Gruhn replied that it is possible to produce different results by incorporating provisions from various bills into another bill, and concluded "we have our doubts about this bill."

Rep. Ploeser, who is a St. Louis local agent, said the bill "adequately satisfies" PL 15, and would "permit new and small enterprises to have opportunity to operate in their own way of approach to risk problems." The witness said he had introduced a bill on the subject in the interest of small business. He is chairman of the House small business committee. Provisions to which Mr. Gruhn objected, Mr. Ploeser said, were in three House bills and are embedded in laws of California, Delaware, Massachusetts and Ohio.

Management Considerations

Mr. Ploeser said there are "elements" that would like to have provisions so they would have competitive advantage, but the industry "needs initiative." Section 3 (c) "permits special attention to the type of risks that require special attention," the witness said. "Some casualty risks have considerations revolving around management. Certain types of risks must have their own rates"; otherwise they will self-insure. "Flexibility in the bill is essential if there is to be a degree of competitive practice." By manipulation of certain factors such as dividends, etc., Mr. Ploeser indicated, it is to the advantage of some interests to have great rigidity of rates.

"HR 3998 as amended is a good bill and in many respects probably superior to what I introduced," said Mr. Ploeser. "Substantially it meets the objectives of the industry, meets the requirements of competitive initiative, satisfies all that can be required by PL 15."

Rep. Simpson, chairman of the House D.C. insurance subcommittee, did not appear as scheduled, but was given opportunity to submit observations. Liberty Mutual was listed to appear but did not answer the call. Besides those mentioned above, the hearing was attended, among others, by George Ort, New York Brokers Association; Harry Hazlehurst, manager D.C. Rating Bureau; M. O. Stout, D.C. deputy superintendent.

Laud Houston Claims School

Considerable impetus has been given the satisfactory handling of casualty claims during the past year through the establishment of special university courses in claims adjusting, spokesmen of the claims bureau of Assn. of Casualty & Surety Companies pointed out in a tribute to claims courses now in their second session at the University of Houston.

The classes began last fall with a course covering investigation and adjustment of automobile and public liability claims. When a second session began in February, an additional course in adjustment and investigation of workmen's compensation was offered.

The courses at University of Houston cover 16 weeks, with two 90-minute sessions each week. University credit is given and the courses have been approved for veterans under the GI bill. Two claims managers from offices of member companies of the association are instructors.

The Houston Casualty Insurance

Claims Managers Council instigated the establishment of the courses and the council now sponsors them.

Gwynne Act Test

WASHINGTON—Attorneys for National Mutual of the District of Columbia have asked the U. S. Supreme Court for writ of certiorari to the circuit court at Richmond to review its dismissal of the company's suit against Tidewater Transfer Co., of Virginia, which involves a claim related to a motor accident.

Company attorneys said theirs was the first case in which constitutionality of

the Gwynne law of 1940 was challenged. Under the Richmond court's decision, it is claimed, if an automobile accident occurs in Virginia and involves a D. C. resident, the concerned parties have no access to federal courts, but must present their case in a state court. The Gwynne act was designed to give residents of the D. C., Hawaii and Alaska the same rights as citizens of the states to go into federal courts outside their respective residential jurisdictions.

Pioneer Mutual Life, formerly the A.O.U.W. of North Dakota, has been licensed in Oregon to write life and disability.

U S F & G



52nd Annual Financial Statement, December 31, 1947

ASSETS

Cash	\$ 16,605,726.83
United States Government Bonds*	58,973,884.00
Other Bonds and Stocks*	33,804,925.80
Premiums in Course of Collection, not over 90 days due	13,249,914.92
Company Office Buildings—less Depreciation Reserve	2,780,428.85
Accrued Interest	202,192.20
Other Admitted Assets	449,353.78
	<hr/>
	\$126,066,426.38

LIABILITIES

Reserves:	
Claims and Adjustment Expenses	\$ 44,771,760.88
Premium Taxes and Operating Expenses	2,291,637.76
Federal Income Taxes	4,300,000.00
Commissions	2,646,700.39
Unearned Premiums	36,112,292.09
Other Liabilities	277,174.11
Dividend Payable	500,000.00
Voluntary Reserve	\$ 3,773,589.05
Capital	10,000,000.00
Surplus	21,393,272.10
Surplus to Policyholders	<hr/>
	35,166,861.15
	<hr/>
	\$126,066,426.38

*Values as prescribed by the National Association of Insurance Commissioners. The December 31, 1947 market values were \$178,183.60 greater than those used in this statement.

Cash and Securities in the amount of \$3,668,500 (par value) in the statement are deposited as required by law.

UNITED STATES FIDELITY AND GUARANTY COMPANY

BALTIMORE, MARYLAND

Casualty and Burglary Insurance . . . Fidelity and Surety Bonds

ACCIDENT AND HEALTH

Association Membership Helps Accident-Health Men Insure Their Jobs

Accident and health men, who are in a great and very necessary business and believe ardently in the value and necessity of insurance, should consider it perfectly logical to take out a policy that will insure their jobs, Gilbert H. Knight, Federal Life & Casualty, Cleveland, president National Assn. of Accident & Health Underwriters, told the Detroit association at its annual meeting Tuesday. He said the best form of insurance to accomplish that end is association membership and activity in its affairs.

As the first step in selling his audience on such a policy, Mr. Knight pointed out "the dangers and perils lurking around the corner that may result in the sudden loss of your job and suddenly pitching you into some other business or profession." The biggest peril along that line, in his opinion, is governmental action to take over the business by means of the Wagner-Murray-Dingell bill, or some similar measure. He warned against com-

placency about such threats just because of the probability that no legislation of that sort will be enacted at this session, but declared that in his opinion, if the war had not intervened, government compulsory health insurance would be the law of the land today. He said the professional social planners in back of this move are relentless in their determination "and if we drop our guard for an instant, their years of continuous effort will be successful."

He reviewed the background of the proponents of such plans, headed by Isadore Sydney Falk, and quoted from the analysis of their method of operations made recently by Dr. Marjorie Shearon, head of the Shearon Medical Legislative Service in Washington.

He mentioned also the continuous fight against state schemes of a similar nature. In addition, he said, arbitrary rules and dictatorial attitudes of many insurance departments jeopardize the business constantly, "and it is only our group political influence that can protect us." By means of such organized effort, all of the harmful bills introduced in state legislatures last year were defeated.

He said that proper use of the associ-

ation facilities will make its members much better accident and health men, give them greater prestige and greatly increase their income, outlining various ways in which they are given a better knowledge of the business itself, and how to sell.

Morris American Health Agency Vice-president, Regional Meeting Set

American Health has elected Howard B. Morris vice-president in charge of agencies.

All of Mr. Morris' business experience has been with A. & H. insurance. Before the war, he was a producer in the Baltimore-Washington area. Following service, he reentered the field with Pennsylvania Casualty as supervisor of A. & H. production. He joined American Health when Pennsylvania Casualty was absorbed by the former company.

American Health is conducting general agents' round table meetings at Baltimore March 11-12, Roanoke, Va., March 19-20, and Newark, March 30.

The meetings will feature open discussion by home office executives and members of the agency force. Mr. Morris will be in charge.

Roger McCormick Named Bankers L. & C. Officer

Roger McCormick has been named assistant treasurer and a director of



ROGER MCCORMICK

Bankers Life & Casualty of Chicago. Mr. McCormick has been with the company for several months and previously was with Northwest Airlines. He is a graduate of Yale and was a lieutenant in the air force.

New D. C. Group Plan

WASHINGTON — A group plan to cover surgical and maternity fees has been opened to enrollment here by Group Hospitalization, Inc., and Medical Service of District of Columbia. The latter will administer the plan.

Coverage is limited to GHI subscribers in sound health and under 65. Over 750 doctors and surgeons will participate. Benefits are provided for surgery, including fractures and dislocations, and obstetrics. If an eligible participant is hospitalized, the plan also covers x-rays, clinical laboratory examinations and anesthetics.

Full expenses will be paid for individual subscribers whose income is not over \$2,500 a year, and for families whose income is not more than \$4,500. Those exceeding these income limits will pay the difference between what the doctors may charge them if they were not subscribers, and the amounts allowed under a schedule of fees.

Rates will be 80 cents per month for an individual subscriber, \$1.70 for hus-

band and wife, \$3 for family, each in addition to GHI rates for hospitalization. Obstetrical care is provided only after a husband-wife or family membership has been held for 10 months.

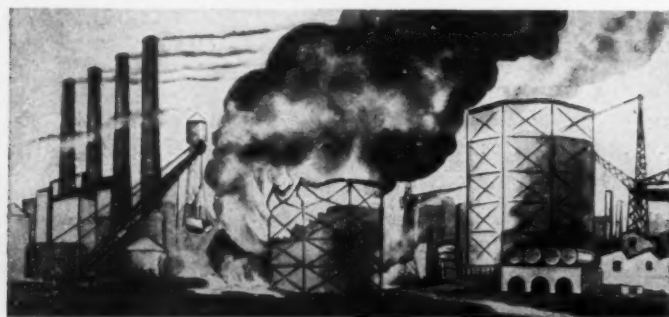
Public Relations Program on Group Is Urged

LOS ANGELES—The Group Managers Assn. of Los Angeles heard Eugene Robison, Eugene Robison Insurance Service, talk on "Competition with the Blue Cross." He stressed that insurance companies transacting group insurance should instigate a public relations program to reach physicians, hospitals, civic organizations, chambers of commerce and service clubs to acquaint them with the insurance industry's place in the group field in serving the public. He also said companies should broaden their policies to include catastrophe hazards, rather than confining them to lesser services.

The association now has 23 members, representing all life companies writing group and all casualty companies that have full time group representation in Los Angeles. The Los Angeles association is the only organization in the country, aside from the Chicago association, which has a full 100% representation of companies writing group business.

Walker Ontario Speaker

At a meeting of Ontario Assn. of Accident & Health Underwriters at Toronto, D. Stuart Walker, Mutual Benefit Health & Accident, Philadelphia, chairman of the public relations committee and member of the executive board of the National Association, spoke on public relations and selling accident and health insurance. He emphasized the great importance of the individual representative in relation to the public's attitude toward his company and his busi-



*Carelessness
is a Crime!*

Material—Time—Effort.
these things we need—
peacetime is no time
for waste.

All of us must take
care with every risk—
*Let there be no
waste*

THE YORKSHIRE
INSURANCE CO. LTD.

SEABOARD
FIRE MARINE AND THE

YORKSHIRE
INDEMNITY CO. OF N.Y.

90 JOHN STREET ---- NEW YORK CITY



*it's all there
in a nutshell*

Speed Up the Acceptance of Your Bond
Risks by Keeping Anchor's "Field
Counselor" Cabinet at Your Elbow.

A simplified system for the preparation
of Bond submissions—organ-
izes the entire business for the Agent.

Application supply folders with
indexed, manual-colored tabs carry-
ing complete instructions for sub-
mission of risks; in addition, copy-
righted factual information of an
educational nature, in condensed
form.

Anchor's Assures Smooth Selling
Short Form Applications
Simplified Rate Manual



ANCHOR CASUALTY CO.
ST. PAUL 1, MINN.

CHANGES IN CASUALTY FIELD

Hartford Steam Boiler Names Martin to Higher Post in Tex.

Hartford Steam Boiler has appointed J. F. Martin chief inspector at Houston to succeed M. D. Boney, who died suddenly last month.

Mr. Martin is an engineering graduate of Georgia School of Technology. He joined Hartford Steam Boiler as inspector at Atlanta in 1940, where he served as inspector, supervising inspector and adjuster until transferred to Houston as senior supervising inspector when that office was opened last year.

Hunt Is Chicago Casualty Manager of Amer. Casualty

William E. Hunt has been appointed manager of the casualty department of American Casualty in the Chicago branch office. He goes there from the head office in Reading, Pa., where he has been supervising underwriter.

Mr. Hunt has been connected with American Casualty since May, 1947, and has been in the insurance business over 22 years. He started in the underwriting

department of Maryland Casualty's home office, and later did underwriting in the New York metropolitan office. He has been with that company for 12 years. Then for a time he was with a general agency in Connecticut before joining Fidelity & Casualty in New York city, and became manager of the compensation, public liability and auto department. In 1938 he returned to Maryland Casualty as Pittsburgh manager.

Mr. Hunt entered the service in 1942, being commissioned a first lieutenant in the air corps, and serving as post adjutant at Kelly Field, Tex., and later seeing service in the European theater, becoming a major. After separation in 1946 he joined American Casualty.

Johnson Given Okla. Post

Burton J. Johnson has been named adjuster in Oklahoma for United National Indemnity, with headquarters at Oklahoma City.

Green Leaves Business

Todd Green, Texas state agent for Insurers Indemnity of Tulsa since the company was organized about 11 years

ago, has resigned as of April 15 to become a partner in Branum Co., manufacturers' representatives in Dallas. His successor has not yet been appointed. Mr. Green has been in the insurance business for many years, at one time having been in the field for Contractors Casualty.

Higginbotham with Agency

Hugh T. Higginbotham, for many years with the California state compensation fund, has been appointed manager of the automobile department of Cal-Union Agencies, San Francisco. Before joining the fund more than 25 years ago, he was with Aetna Casualty.

Central Mutual Elects Two

J. B. Owen was named secretary-treasurer, and John W. Beck assistant secretary at the annual meeting of Central Mutual Casualty. Mr. Owen was also named to the board.

Central Mutual had a premium increase of 28% in 1947. Assets increased 35% and surplus 23%.

Continental Hires Writer

J. W. Harpham on March 15 will join Continental Casualty to write advertising and sales promotion literature.

ness as a whole. "Public relations," Mr. Walker said, "are the sum total of each individual contact. You are the contact." President Charles E. Rae reported membership is now 110. In view of the fact that the association is not yet six months old, this is considered a notable record.

Fraizer Urges Complete Policy Explanation

C. C. Fraizer, general counsel H. & A. Underwriters Conference, in his talk before the Omaha Health & Accident Underwriters Assn., urged that agents take a little more time with their prospects and make their presentation complete enough so that the assured knows exactly what coverage he is getting. It should be done without the use of negative statements, he said, but after the coverage is fully explained, the agent has done his duty to the assured and the industry.

Regarding compulsory cash sickness legislation, Mr. Fraizer said that on a state basis it can be defeated in the middlewest, and although states on either coast have adopted programs, there is still a battle in the east. The midwest must be the bulwark in defense of privately operated insurance, he said.

Mich. Life Advances Five

Michigan Life has elected as 2nd vice-presidents Arthur Y. Beaupre, manager of the A. & H. department, W. H. Ekberg, assistant secretary-treasurer, and H. E. Willis, superintendent of agents. They will also retain their former titles. The company also elected E. A. Jacob assistant treasurer and F. A. Williams assistant secretary.

Survey Is Expanded

WASHINGTON—The U. S. Chamber of Commerce insurance department is this year expanding its annual survey of voluntary health and accident coverage so as to include hospital, surgical and medical expense as well. Heretofore, the survey has been limited to private coverages paying weekly or monthly indemnity benefits. The chamber has sent out questionnaires to all companies in its latest survey.

LeCraw Atlanta Speaker

Roy LeCraw, State Life of Indiana, former mayor of Atlanta, addressed the Atlanta Assn. of Accident & Health Underwriters, telling of his observations abroad during and after the war. Short talks were given by Mr. Laney of Mutual Benefit H. & A., and Mr. Sandifer of Commercial Casualty. The next meeting will be held March 22.

To Explain Cal. UCD Act

An explanation of California's state disability insurance act will be given to San Francisco Accident & Health Underwriters Assn. March 17 by Pat Merrick, secretary of the employment stabilization commission of California.

Name Isbell at Fort Worth

Jeff F. Isbell, former football coach at Texas Wesleyan College, has been appointed district manager of Bankers Life & Casualty at Fort Worth. Recently he has been at El Paso with the Army-Navy Y.M.C.A.

Joins Cal. Compensation

H. L. Carleton, assistant manager of Fireman's Fund Indemnity at Los Angeles, has resigned as of March 15 and will become manager at Los Angeles of California Compensation.

Columbia Basin Low Bids

Peter Kiewit Sons Co., Omaha, and Morrison Knudsen Co., Seattle, were the low bidders with a price of \$2,789,284 on the Columbia Basin project. Aetna Casualty and Fidelity & Deposit will execute the bonds.

TRIPLE FEAR Income Assurance

Here's "just what the doctor ordered" for agents who want to sell ANY life insurance plan and increase their premium income with the sale of ANY accident-sickness-hospital-surgical coverage offered by Continental's all-purpose Disability Division. Special proposal helps you present any plan of combination protection against: No. 1 FEAR of Disability or Loss of Income; No. 2 FEAR of Premature Death, Accidental or Natural; No. 3 FEAR of Dependent Old Age or Insecurity. Writing facilities are available to all qualified brokers, agents and producers.

Write for Full Particulars Today

CONTINENTAL CASUALTY COMPANY

DISABILITY DIVISION

310 S. Michigan Ave. * General Office: Chicago

each in
spitalization.
d only after
membership
s.

gram

Group Man-
s heard Eas-
son Insur-
petition with
sed that in-
g public rela-
sicians, hos-
chambers of
to acquaint
stry's place
y the public.
uld broaden
strophe haz-
group busi-

23 members,
nies writing
panies that
sentation in
eles associ-
in the
ago associa-
representa-
group busi-

each in
spitalization.
d only after
membership
s.

ere
hell

ur Bond
"Field
Elbow.

repara-
organ-
Agent.

s with
s carry-
or sub-
copy-
of an
densed

Selling

Y CO.

Mr. Harpham graduated from Northwestern University in 1940. Since discharge as a navy lieutenant commander he has been in the advertising business in Chicago.

American Credit Indem. Elects Nine New Officers

At the annual meeting of American Credit Indemnity, new officers elected were: H. A. McKenna, S. C. Maguire and J. E. Beahn, vice-presidents; F. L. White, treasurer; J. H. Muller and W. W. Loevy, assistant vice-presidents; E. F. Kane and R. G. O'Brien, assistant secretaries and assistant treasurers; and T. P. Tignor, Jr., assistant comptroller.

Knowlan Named Supervisor

Frank A. Knowlan has joined Harleysville Mutual Casualty and Mutual Auto Fire as supervisor of underwriting in the automobile and general liability departments.

Mr. Knowlan has been with American Casualty in Philadelphia as manager of the casualty department, and before that was with Massachusetts Bonding. He has been in the insurance business for 28 years.

PERSONALS

Charles H. Burras, head of the Joyce & Co. agency of Chicago and Mrs. Burras are heading for Orlando, Fla., for a month.

Mary Wickersham Williams, eldest daughter of Wheaton A. Williams, head of the Fred L. Gray Co., Minneapolis general agency, and Mrs. Williams, is to be married May 1 to George Bennett Parsons, son of Mr. and Mrs. Wilford Parsons of Minneapolis. Miss Williams is a graduate of Stephens College and is attending University of Minnesota. Mr. Parsons is a graduate of University of Minnesota and is in the advertising business.

Richard P. Dorsey, president of Warfield-Dorsey Co., Baltimore, March 5 celebrated 50 years in the insurance business and was guest of honor at a party given by associates. He was presented a silver tray. Mr. Dorsey started in insurance in 1896 with Travelers, selling accident insurance. In 1898 he joined Edward E. Steiner & Co., which later became Warfield-Dorsey Co., and became a partner in 1903. For many years he was one of the nation's leading

accident and health producers. Following the death of G. T. Warfield in 1937, Mr. Dorsey became president. He also celebrated his 73rd birthday March 6.

Mrs. Westray Battle Boyce, who is known to many in the insurance field, has been named national field representative of National Society for Crippled Children & Adults. She is a former director of the WAC and before that was chief of the insurance section of rural electrification administration. She made a great hit several years ago when she addressed the joint company and agents casualty convention at White Sulphur Springs, W. Va.

DEATHS

Thomas B. McCauley, 54, of Des Moines, Iowa state agent of Illinois National Casualty for eight years, died from a heart ailment.

David Schenck, 54, surety underwriter for Royal Indemnity at New York, died at Plainfield, N. J. He had been with the company 20 years.

COMPANIES

Continental to Be Ill. Corporation

Continental Casualty has taken steps to become an Illinois corporation rather than an Indiana institution. Stockholders will vote on the proposal at a special meeting April 3. Although Continental Casualty has an Indiana charter, it has actually been operated from Chicago for more than 40 years and the affiliated Continental Assurance and Transportation are Illinois corporations. All but one of the directors of Continental Casualty are residents of Illinois.

President Tuchbreiter's Statement

President Roy Tuchbreiter, in a message to stockholders, observes that the situation has become increasingly incongruous since Continental Casualty and Continental Assurance purchased in 1943 the large office building at Chicago, which is used as the home office.

Also converting to an Illinois corporation will produce substantial savings in state taxes, Mr. Tuchbreiter points out. This, it is understood, is because it would pay no premium taxes in Illinois. Of course, it would then be a foreign company as to Indiana and would have to pay premium taxes there, but the Illinois business is very much larger than that of Indiana.

There has to be an intermediate step in completing the conversion. There has been formed a company known as Concasco of Illinois, and into this will be merged Continental Casualty of Indiana, and when that is done the name will be changed to Continental Casualty of Illinois. Mr. Tuchbreiter points out that this will involve no change in officers, directors nor any material change in the financial structure, capitalization and surplus. There would be no material change in the powers, privileges and franchises, or in assets, liabilities and obligations.

General Bonding, New Okla. Insurer, Licensed

OKLAHOMA CITY—General Bonding & Insurance that was chartered in 1947, has now received from Oklahoma its permit to write auto liability, liability other than automobile, compensation, plate glass, burglary, auto property damage, auto collision, property damage and collision other than auto, and auto fire and theft.

The company, which has an authorized capital of 50,000 shares at \$10 par, which are now being sold at \$25, will when stock sales are complete have a

capital of \$500,000 and a surplus of \$750,000. It expects later to write surety and fidelity bonds and other lines of casualty insurance.

E. R. Newby is president.

American Credit Indem.—Assets, \$11,906,273, inc., \$1,311,016; unearned prem., \$1,625,621; loss res., \$1,068,780; capital, \$1,500,000; surplus to policyholders, \$3,411,107, inc., \$1,168,644.

	Net	Losses
	Prem.	Paid
Surety	\$ 1,630	
Credit	3,168,236	\$ 151,387
Total	\$ 3,169,916	\$ 151,387

American Health—Assets, \$850,740, inc., \$93,857; unearned prem., \$80,419; loss res., \$102,437; capital, \$300,000; surplus, \$284,762, inc., \$27,126.

A. & H. \$ 1,153,990 \$ 496,716

Anchor Casualty—Assets, \$7,333,020, inc., \$789,412; unearned prem., \$2,386,674; loss res., \$3,055,900; capital, \$600,000; surplus, \$830,886, dec., \$3,316.

Accident	\$ 14,472	\$ 4,489
Health	4,341	1,435
Group A. & H.	219,198	143,887
Misc. A. & H.	578	
Auto liability	1,854,828	754,962
Other liability	417,782	65,077
Workmen's comp.	2,131,217	970,287
Fidelity	51,702	4,116
Surety	46,592	1,057
Glass	59,899	23,587
Burglary & theft	91,665	36,349
Burglary bonds	8,342	6,524
Auto. prop. damage	1,037,084	464,444
Auto collision	823,881	584,220
Other P.D. & coll.	101,739	16,864
Other auto	531,320	231,279
Total	\$ 7,394,641	\$ 3,313,545

Benefit Assn. of Railway Employees—Assets, \$5,669,553, inc., \$740,799; unearned prem., \$585,411; loss res., \$1,861,396; surplus, \$2,171,051, inc., \$12,636.

A. & H. \$ 5,659,684 \$ 3,408,022

Group A. & H. 4,192,534 2,690,709

Total \$ 9,852,218 \$ 6,098,732

Business Men's Assur.—Assets, \$64,264,090, inc., \$8,046,765; unearned prem., \$1,643,324; loss res., \$3,423,292; capital, \$2,000,000; surplus, \$2,691,074, inc., \$385,643.

Accident	\$ 373,204	\$ 131,451
A. & H.	2,917,620	1,307,681
Group A. & H.	3,896,508	2,427,702
Non can. A. & H.	79,527	43,839
Hospitalization	1,084,890	564,839
Total	\$ 8,351,749	\$ 4,475,492

Casualty Mutual—Assets, \$401,835, inc., \$108,030; unearned prem., \$123,411; loss res., \$135,403; capital, \$59,000; surplus, \$33,759, inc., \$25,760.

Other liability	\$ 49,356	\$ 7,647
Workmen's comp.	488,999	234,576
Other P.D. & coll.	11,628	3,730
Total	\$ 549,983	\$ 245,953

Central Mutual Casualty—Assets, \$676,254, inc., \$174,481; unearned prem., \$296,490; loss res., \$219,951; surplus, \$125,238, inc., \$23,216.

Auto liability	\$ 258,676	\$ 48,969
Glass	13,206	5,453
Auto. prop. damage	111,307	44,469
Auto collision	131,438	68,917
Other auto	91,480	21,893
Total	\$ 606,107	\$ 189,706

Citizens Auto. Exchange—Assets, \$152,688; unearned prem., \$74,836; loss res., \$7,773; surplus, \$55,828.

Auto liability	\$ 32,353	\$ 203
Auto. prop. damage	20,956	1,440
Auto collision	72,276	9,692
Other auto	23,418	1,619
Total	\$ 149,074	\$ 12,992

Coal Merchants Mutual—Assets, \$2,416,294, inc., \$541,492; unearned prem., \$510,280; loss res., \$1,191,260; surplus, \$497,519, inc., \$111,245.

Auto liability	\$ 469,553	\$ 147,164
Other liability	70,863	15,112
Workmen's comp.	1,143,358	404,750
Auto. prop. damage	206,728	88,368
Other P.D.	14,370	3,046
Total	\$ 1,904,877	\$ 658,440

Combined American—Assets, \$363,158, inc., \$38,435; unearned prem., \$115,681; loss res., \$35,535; capital, \$125,000; surplus, \$43,785, inc., \$18,935.

Accident	\$ 301,919	\$ 103,109
Health	65,394	26,551
A. & H.	6,610	2,833
Hospital	24,328	9,457
Total	\$ 398,251	\$ 141,950

Connecticut Indemnity—Assets, \$6,134,596, inc., \$491,607; unearned prem., \$1,973,864; loss res., \$2,029,887; capital, \$500,000; surplus \$1,251,296, dec., \$88,816.

Accident	\$ —1,143	\$ 2,564
Auto liability	1,823,173	687,548
Other liability	392,389	72,373
Workmen's comp.	324,904	125,095
Glass	70,348	22,801

6
WAYS
in which A. & H.
SPECIAL
RISK
POLICIES
can add to
your income

CAMPS

Over 60,000 youngsters and adults were insured with "American" policies in 1947. A fine source of commissions during "slack" summer months.

ATHLETICS

Amateur and semi-pro teams require coverage during various sports seasons ... baseball, softball, football, soccer and basketball.

EXHIBITION GAMES

Another source of commission earnings which many producers overlook. Policies are tailor-made for the individual need.

SOAP BOX DERBIES

Yes, even the young entrants of soap box derbies have been protected with "American" Special Risk Contracts.

CONVENTIONS

Special Risk all expense medical reimbursement contracts can be provided for convention delegates.

FOREIGN CORRESPONDENTS

One of the country's leading newspapers protects its travelling officials and correspondents with a special Aviation Accident Group Policy.

These are only six applications of Special Risk policies—There are many others. For details about this interesting, unusual and profitable source of commissions, write to our Special Risk Division



American Casualty Company
Reading, Pennsylvania

surplus of
r to write
d other lines

Assets, \$11,
earned prem,
780; capital,
holders, \$38,
Inc., \$151,367
\$ 151,367
\$550,740, inc.,
19; loss res.,
rplus, \$284,
\$ 496,718
\$7,333,030
\$2,386,674;
600,000; sur-

\$ 4,489
1,432
143,887
754,866
65,077
970,287
4,116
1,057
28,557
36,249
6,524
464,448
584,238
16,866
231,270
\$ 3,313,545

Employees—
9; unearned
61,396; sur-
\$ 3,408,023
2,690,709
\$ 6,098,732

Assets, \$64,
rned prem,
92; capital,
inc., \$385,
\$ 131,451
1,307,661
2,427,702
43,839
564,839
\$ 4,475,492

101,835, inc.,
23,411; loss
0; surplus,
\$ 7,647
234,576
3,730
\$ 245,593

Assets, \$676,
rem., \$296,
us, \$125,238,
\$ 48,969
5,458
44,469
68,917
21,893
\$ 189,706

Assets, \$152,
; loss res.,
203
1,440
9,692
1,619
\$ 12,992

Assets, \$2-
ned prem,
0; surplus,
\$ 147,164
15,112
404,750
88,368
3,046
\$ 658,440

\$ 363,158,
\$115,681;
5,000; sur-
\$ 103,109
26,551
2,832
9,457
\$ 141,950

ets, \$6,134,
prem., \$1,
; capital,
ec., \$88,816,
\$ 2,564
687,548
72,373
125,095
32,801

	Net Premiums	Losses Paid
Burglary & Theft.	203,878	87,124
Auto. prop. damage	890,465	409,576
Auto collision	864	1,129
Other P.D. & coll.	36,290	7,059
Total	\$ 3,741,171	\$ 1,425,273
Eagle Indemnity—Assets, \$11,738,049,		
dec. \$2,605,663; unearned prem., \$2,272-		
78; loss res., \$3,775,056; capital, \$1,000,-		
000; surplus, \$1,500,000.		
Accident	107,973	38,313
Health	33,073	17,763
Group A. & H.	44,609	20,469
Auto liability	1,428,227	1,959,724
Other liability	625,498	616,143
Workmen's comp.	1,392,424	1,183,110
Fidelity	89,593	41,011
Surety	100,556	42,969
Glass	82,370	60,050
Burglary & theft.	312,379	229,837
Boiler & mach.	131,917	44,894
Auto. prop. damage	616,224	646,554
Auto collision	19,429	14,499
Other P.D. & coll.	88,747	39,616
Total	\$ 5,073,024	\$ 4,954,958

Equity Mutual—Assets, \$1,483,912, inc.,		
\$171,692; unearned prem., \$539,346; loss		
res., \$508,000; surplus, \$310,082, inc., \$9,-		
074.		
Auto liability	364,795	114,446
Other liability	74,085	13,595
Workmen's comp.	338,744	117,281
Surety	10,522	3,675
Glass	2,697	267
Burglary & theft.	2,841	.....
Auto. prop. damage	293,856	108,750
Auto collision	153,484	58,093
Other P.D. & coll.	10,215	54
Total	\$ 1,251,239	\$ 416,161

Eric Exchange—Assets, \$1,500,082, inc.,		
\$193,004; unearned prem., \$627,798; loss		
res., \$269,132; surplus, \$424,623, inc., \$108,-		
512.		
Accident	71	14
Auto liability	538,979	161,140
Other liability	3,628	.....
Fire & E. C.	82,514	47,903
Auto. prop. damage	368,038	169,393
Auto collision	409,759	193,463
Other auto	166,820	64,681
Total	\$ 1,569,809	\$ 636,574

European General Reins.—Assets, \$44,-		
780,942, inc., \$10,303,604; unearned prem.,		
\$11,679,708; loss res., \$14,675,037; capital,		
\$1,100,000; surplus to policyholders, \$10,-		
578,620, dec., \$328,664.		

	Net Premiums	Losses Paid
Accident	\$ 1,337,454	\$ 469,596
Health	159,124	107,766
Group A. & H.	244,655	121,054
Non-can. A. & H.	82	15,631
Auto liability	6,229,632	1,465,274
Other liability	1,496,467	571,803
Workmen's comp.	699,993	141,408
Fidelity	1,347,143	302,665
Surety	2,102,247	407,071
Glass	1,323	.....
Burglary & theft.	2,305,823	512,929
Boiler & mach.	532,639	138,227
Water damage	2,331	453
Auto. prop. damage	612,885	201,064
Auto collision	15,854	4,511
Other P.D. & coll.	488,548	63,826
Credit	480,790	14,284
Total	\$18,056,998	\$ 4,537,571

Family Life—Assets, \$376,667, inc., \$72,-		
983; unearned prem., \$30,412; loss res.,		
\$20,754; capital, 200,000; surplus, \$116,838,		
inc., \$22,897.		
A. & H.	\$ 132,832	\$ 34,998

Farmers Elevator Mutual Cas.—Assets,		
\$445,408, inc., \$97,870; unearned prem.,		
\$68,137; loss res., \$58,649; surplus, \$347,-		
302, inc., \$19,085.		
Auto liability	2,012	.....
Other liability	15,709	953
Workmen's comp.	80,898	20,591
Fidelity	19,829	.....
Surety	7,462	.....
Burglary & theft.	5,693	1,820
Auto. prop. damage	1,535	136
Auto collision	4,244	312
Other P.D. & coll.	8,295	2,000
Other auto	2,126	103
Total	\$ 147,803	\$ 25,915

Fidelity & Cas.—Assets, \$97,718,308, inc.,		
\$12,439,643; unearned prem., \$24,132,510;		
loss res., \$33,841,173; capital, \$2,250,000;		
surplus, \$31,098,611, dec., \$1,238,130.		
Accident	\$ 1,537,363	\$ 526,097
Health	80,262	91,139
Auto liability	14,623,242	4,378,055
Other liability	5,834,448	1,263,001
Workmen's comp.	12,929,463	7,036,210
Fidelity	1,661,369	323,306
Surety	1,561,431	42,406
Glass	723,162	356,310
Burglary & theft.	2,736,765	1,139,491
Boiler & mach.	1,607,465	391,745
Auto. prop. damage	6,322,013	2,704,863
Auto collision	134,269	69,002
Other P.D. & coll.	954,023	151,875

	Net Premiums	Losses Paid
Total	\$50,705,282	\$18,387,593
Globe Indemnity—Assets, \$64,893,053,		
inc., \$5,041,695; unearned prem., \$16,175,-		
727; loss res., \$22,650,332; capital, \$2,500,-		
000; surplus, \$10,000,000.		
Accident	\$ 647,838	\$ 263,370
Health	198,443	56,443
Group A. & H.	267,654	149,282
Auto liability	8,569,362	2,579,244
Other liability	3,752,993	852,706
Workmen's comp.	8,354,547	3,594,557
Fidelity	537,561	71,954
Surety	603,337	131,288
Glass	494,220	286,227
Burglary & theft.	1,874,276	797,710
Boiler & mach.	791,506	125,809
Auto. prop. damage	3,697,346	2,156,043
Auto collision	116,575	50,370
Other P.D. & coll.	532,482	144,697
Fire lines	2,541,454	.....
Total	\$32,979,602	\$12,259,708

Hartford A. & I.—Assets, \$157,453,789,		
inc., \$18,273,055; unearned prem., \$38,-		
640,418; loss res., \$64,248,742; capital, \$5,-		
000,000; surplus, \$30,000,000.		
Accident	\$ 1,448,564	\$ 481,554
Health	110,246	47,160
Group A. & H.	297,765	128,492
Auto liability	26,559,585	9,189,334
Other liability	11,382,167	2,759,143
Workmen's comp.	25,345,239	12,045,292
Fidelity	2,078,639	578,448
Surety	3,451,878	90,180
Glass	957,201	454,516
Burglary & theft.	4,242,174	1,545,771
Boiler & mach.	—574	.....
Auto. prop. damage	11,741,340	5,458,690
Auto collision	775,522	341,429
Other P.D. & coll.	2,020,150	430,606
Live stock	44,871	31,000
Total	\$90,454,773	\$33,581,621

Highway Underwriters—Assets, \$1,-		
582,035, inc., \$342,801; unearned prem.,		
\$500,273; loss res., \$40,913; surplus, \$478,-		
705, inc., \$44,237.		
Auto liability	\$ 602,477	\$ 143,168
Auto cargo	70,641	11,346
Workmen's comp.	86,991	72,748
Auto. prop. damage	229,368	60,956
Auto collision	15,084	15,099
Other auto	10,161	1,770
Bonds	3,935	109
Total	\$ 1,018,659	\$ 305,199

Independence Ins.—Assets, \$711,962,		
---	--	--

inc., \$39,887; unearned prem., \$43,648; loss res., \$34,896; capital, \$200,000; surplus, \$351,826, inc., \$979.

	Net Premiums	Losses Paid
Accident	\$ 500,603	\$ 123,779
Industrial Indemnity—Assets, \$9,242,-		
135, inc., \$1,843,357; unearned prem., \$1,-		
354,424; loss res., \$4,002,538; capital,		
\$650,000; surplus, \$1,364,569, inc., \$491,960.		
Workmen's comp. \$ 7,195,756 \$ 2,521,785		

Industrial Indemnity Exchange—As-		
sets, \$10,576,594, inc., \$1,817,192; loss res.,		
\$6,243,046; capital, \$1,313,236; surplus,		
\$1,405,380, inc., \$821,264.		
Workmen's comp.	\$10,545,666	\$ 4,359,259

Inter-State B. M. A.—Assets, \$825,650,		
inc., \$68,807; unearned prem., \$154,546;		
loss res., \$82,135; surplus, \$544,880, inc.,		
\$37,833.		
Accident	\$ 297,698	\$ 59,998
Health	383,549	161,360
Group A. & H.	17,456	8,717
Total	\$ 698,704	\$ 260,076

La Salle Mutual Casualty—Assets,		
\$155,947, inc., \$98,544; unearned prem.,		
\$59,555; loss res., \$3,075; surplus, \$86,-		
429, inc., \$69,467.		
Auto liability	\$ 3,748	.....
Glass	88,428	\$ 30,923
Auto. prop. damage	1,795	.....
Auto collision	1,074	.....
Other auto	800	.....
Total	\$ 95,846	\$ 30,923

Ministers Life & Cas.—Assets, \$874,933,		
inc., \$43,276; unearned prem., \$99,704; loss		
res., \$153,127; surplus, \$608,858, inc., \$20,-		
595.		

A. & H. \$ 696,216 \$ 546,482		
London Guarantee & Acc.—Assets, \$25,-		
186,536, inc., \$3,639,346; unearned prem.,		
\$6,179,195; loss res., \$10,916,496; statutory		
deposit, \$900,000; surplus, \$5,749,804, dec.,		
\$203,420.		

Accident	\$ 352,508	\$ 76,907
Health	24,897	7,593
Auto liability	3,632,840	1,238,251
Other liability	1,915,351	368,535
Workmen's comp.	4,851,395	2,189,065
Fidelity	23,952	2,404
Surety	31,843	—49
Glass	255,931	111,202
Burglary & theft.	687,241	270,168
Boiler & machinery.	208,305	115,953
Auto prop. damage.	1,769,004	840,880
Auto collision	25,839	12,635

FINANCIAL STATEMENT, DECEMBER 31, 1947

Assets		Liabilities and Capital	
Cash in Bank and Office	3,814,974.62	Reserve for Liability and Compensation	1,671,471.40
• U. S. Government Bonds	10,419,738.24	Losses	10,027,747.10
• Municipal and Listed Bonds	577,816.05	Reserve for other Losses	643,526.31
• Common and Preferred Stocks	1,530,982.87	Reserve for Unearned Premiums	19,049.46
• Stock—The Ohio Insurance Company	1,199,400.00	Reserve for Taxes	164,203.96
• Stock—West American Insurance Company	1,409,575.00	Reserve for Current Expenses	1,329,837.26
Mortgage Loans	12,733.33	Reserve for Reinsurance	
Real Estate—Book Value	117,206.87	Voluntary Reserve	1,500,000.00
Premiums in course of collection (under 90 days)	3,468,060.02	Capital Stock	3,500,000.00
Interest Accrued	23,495.80	Surplus	5,000,000.00
Reinsurance Recoverable	16,640.22	Surplus to Policyholders	22,761,488.64
Other Ledger Assets	170,785.62		
	<u>22,761,488.64</u>		

Association of Insurance Commissioners.
Casualty Insurance Company.

Net Premiums	Losses Paid	Net Premiums	Losses Paid	Net Premiums	Losses Paid	Net Premiums	Losses Paid
Other P.D. & coll.... 301,025	61,175	Other liability..... 1,187,519	226,082	Auto prop. damage..... 134,311	53,318	Other P.D. & coll.... 123,506	28,641
Water damage..... 9,498	1,900	Workmen's comp.... 2,294,154	949,388	Auto collision..... 233,435	97,274	Towing..... 500	200
Credit..... 1,122,138	27,177	Fidelity..... 23,268	5,943	Other P.D. & coll.... 1,441	23	Total..... \$15,937,485	\$6,036,549
Total..... \$15,211,797	\$5,323,801	Surety..... 34,851	7,916	Other auto..... 95,448	24,905		
Mutual Benefit H. & A.—Assets, \$74,-		Glass..... 231,233	125,447	Misc..... 1,500	353	Vermont Accident—Assets, \$268,990,	
087,581, inc., \$12,830,561; unearned prem.,		Burglary & theft.... 222,068	216,649	Total..... \$ 660,312	\$ 218,411	dec., \$9,694; unearned prem., \$42,754; loss	
\$15,030,871; loss res., \$29,060,955; surplus,		Boiler & machinery. 136,831	29,699	Reserve, Chicago—Assets, \$552,830, inc.,		res., \$23,998; capital, \$50,000; surplus,	
\$21,874,235, inc., \$2,659,609.		Auto prop. damage. 1,570,908	715,766	\$223,852; unearned prem., \$147,955; loss		\$141,017, dec., \$15,150.	
A. & H..... \$64,835,500	\$29,628,718	Auto collision..... 12,087	5,391	\$91,101, inc., \$47,370.		A. & H..... \$ 420,834	\$ 278,134
Group A. & H..... 1,717,587	1,171,991	Other P.D. and coll.. 152,248	50,535	A. & H..... \$ 132,131	\$ 62,315	Virginia Surety—Assets, \$1,526,922, inc.,	
Non-can. A. & H..... 429,455	234,834	Water damage..... 2,484	1,002	Group A. & H..... 336,247	202,038	\$149,170; unearned prem., \$349,966; loss	
Total..... \$66,982,843	\$31,035,544	Total..... \$9,712,162	\$3,489,545	Auto liability..... 110,685	9,936	res., \$578,599; capital, \$300,000; surplus,	
North American Cas. & Surety Reins.		Public National—Assets, \$654,909, inc.,		Glass..... 34,571	7,053	\$202,862, inc., \$28,574.	
—Assets, \$3,592,366, inc., \$556,375; un-		\$56,677; unearned prem., \$236,301; loss		Burglary & theft.... 1,601	1,601	Auto liability..... \$ 821,633	\$ 451,020
earned prem., \$563,761; loss res., \$144,774;		res., \$69,695; capital, \$300,000; surplus,		Auto prop. damage. 64,064	12,870	Fidelity..... 15	
capital, \$1,700,000; surplus, \$850,000.		\$3,083, inc., \$42,345.		Auto collision..... 37,525	21,760	Surety..... 183	
Accident..... \$ 65,715	\$ 24,336	Fire..... 25,775	\$ 10,620	Other auto..... 21,395	4,220	Auto prop. damage.. 299,548	160,323
Health..... 8,788	4,698	Ext. cov..... 9,194	13,514	Total..... \$ 748,815	\$ 320,392	Auto collision..... —	—
Group A. & H..... 12,974	6,344	Windstorm..... 8,645	2,356	Royal Indemnity—Assets, \$58,878,105,		Total..... \$1,121,379	\$ 610,938
Auto liability..... 465,875	—	Auto liability..... 47,560	11,745	inc., \$4,812,881; unearned prem., \$15,039,-		Zurich—Assets, \$56,657,414, inc., \$3,982,-	
Other liability..... 2,094	5,485	Glass..... 28,885	2,366	538; loss res., \$20,762,806; capital, \$2,500,-		876; unearned prem., \$10,838,396; loss res.,	
Workmen's comp.... 302	—	Workmen's comp.... 66,286	25,606	surplus, \$7,500,000.		\$24,422,428; capital, \$600,000; surplus, incl.	
Fidelity..... 78,652	13,772	Glass..... 7,677	3,260	Accident..... \$ 593,852	\$ 192,652	contingency res., \$18,564,378, dec., \$767,-	
Surety..... 12,089	—8,000	Burglary & theft.... 14,800	5,693	Health..... 181,906	90,777	522.	
Burglary & theft.... 450	—	Auto prop. damage. 26,511	14,613	Group A. & H..... 245,500	116,846	Accident..... \$ 51,324	\$ 20,325
Auto prop. damage.. 13	—	Auto collision..... 119,744	112,716	Auto liability..... 7,855,249	2,358,182	Health..... 13,476	10,939
Other P.D. & coll.... 557	—	Other P.D. & coll.. 3,902	1,239	Other liability..... 3,440,244	750,822	Group A. & H..... 4,804,658	3,043,023
Total..... \$ 645,413	\$ 46,636	Other auto..... 51,781	36,736	Workmen's comp.... 3,440,472	3,340,472	Auto liability..... 6,879,020	3,675,050
Phoenix Indemnity—Assets, \$14,751,815,		Inland marine..... 5,122	1,922	Fidelity..... 492,764	161,874	Other liability..... 3,947,642	1,398,644
inc., \$1,904,168; unearned prem., \$4,226,-		Total..... \$ 405,642	\$ 242,392	Surety..... 553,059	—3,959	Workmen's comp.... 3,295,808	4,492,707
241; loss res., \$5,925,328; capital, \$2,000,-		Republic Mutual—Assets, \$714,518, inc.,		Glass..... 453,053	260,973	Glass..... 286,687	187,633
000; surplus, \$1,576,973, dec., \$676,570.		\$149,062; unearned prem., \$312,208; loss		Burglary & theft.... 1,718,087	732,255	Burglary & theft.... 916,930	382,206
Accident..... \$ 381,335	\$ 96,086	res., \$155,837; capital, \$225,000; surplus,		Boiler & machinery. 725,547	246,330	Auto prop. damage.. 2,833,047	1,726,975
Health..... 37,678	11,170	\$222,318, inc., \$87,723.		Auto prop. damage. 3,389,234	1,894,005	Auto collision..... 1,100,756	463,136
Auto liability..... 3,125,503	1,048,481	Auto liability..... \$ 187,055	\$ 42,293	Auto collision..... 106,860	61,944	Other P.D. & coll.... 557,077	127,990
		Other liability..... 7,122	245	Other P.D. & coll.... 488,108	134,184	Total..... \$30,686,425	\$15,528,324
				Fire lines..... 2,541,454	—		
				Total..... \$30,443,090	\$11,297,366		

CENTRAL SURETY
Is Licensed
in All States



Qualified With
United States
Government

CENTRAL SURETY AND INSURANCE CORPORATION

CONDENSED FINANCIAL STATEMENT, DECEMBER 31, 1947

ADMITTED ASSETS

Cash (in Banks and Office).....	\$ 1,666,304.34
Bonds:	
U. S. Government.....	\$6,603,527.93
State, County and Municipal.....	5,010,102.01
Railroad.....	25,000.00
Federal Banks.....	245,000.00
	11,883,629.94

Total Cash and Bonds.....	\$13,549,934.28
Central Surety Fire Corporation Stock.....	570,610.40
Real Estate Sold Under Contract.....	992.50
Mortgage Loans on Real Estate.....	28,168.01
Premiums in Course of Collection (not over 90 days).....	1,941,532.52
Accrued Interest on Investments.....	81,326.23
Other Admitted Assets.....	61,073.15

TOTAL ADMITTED ASSETS.....\$16,233,637.09

LIABILITIES

Reserve for Claims.....	\$6,046,331.40
Reserve for Unearned Premiums.....	4,769,940.50
Total Claim and Premium Reserves.....	\$10,816,271.90
Reserve for Commissions, Taxes and Other Liabilities.....	941,599.35
Total Reserves.....	\$11,757,871.25
Capital.....	\$1,000,000.00
Surplus.....	3,475,765.84

Surplus to Policyholders..... 4,475,765.84

TOTAL LIABILITIES.....\$16,233,637.09

Securities carried at \$688,675.93 in the above statement are deposited for purposes required by law.

Bonds are carried at cost less amortization of premiums. No bonds were in default either as to principal or interest at December 31, 1947.

HOME OFFICE KANSAS CITY, MISSOURI

R. E. McGINNIS, President

CENTRAL SURETY PROTECTION Is Written Through Licensed Agents and Brokers Only

Register in England

Security of New Haven, New Hampshire Fire and National Union Fire have become registered in England. These companies are all members of American International Underwriters and this seems to indicate that A.I.U. is increasing its attention to British business.

Consider A. & H. Probe

At a meeting of California Better Business Bureaus at Oakland this week, one topic on the agenda was the national bureau's plan to investigate accident and health insurance.

No

Business

Direct



NATIONAL SURETY
CORPORATION

VINCENT CULLEN
President

March 11, 1948

CIN

case in
\$350 do
der a p
vided b
der her
munic
& Clem
owner c
Clemen
at an ag
he later
& Clem
Allian
P.P.F.
taining
of the
ducted,
Clemen
made a
failure
that it
that it
safegua
possess
of liabi
ed that
further
stances
positio
pleas c
sustaine

"Age
by G

Harol
his "Ag
publish
edition
industry
business
to serve
in the
The
been en
more c
contract
ough go
bond s
vised.
The
tion. I
to the
pointing
long w
planning
votes
fidelity
covered
The
enlarge
of 273
surety
the rat
form n
forms a
be requ
The
publish
North
\$2.00.

Levy

Char
has ap
of the
hospital
former
New Y
tor.

M. S.

M. S.
newly
tary of
lumbus

Capit

Ame
tonio
\$300,000

Oper
the ne
Pacific
Charle

Losses	Paid
206	28,641
200	200
185	\$6,036,549
ets, \$268,990	
\$42,754; loss	
000; surplus	
34 \$ 278,134	
1,526,922, inc.	
\$349,966; loss	
000; surplus	
23 \$ 451,020	
15	
83	
48	160,332
79 \$ 610,321	
, inc., \$3,981	
396; loss res.	
surplus, incl.	
5, dec., \$767	
24 \$ 20,325	
76	10,021
58	3,043,021
20	3,675,350
42	1,398,644
08	4,492,707
87	187,630
30	282,304
47	1,726,975
56	463,194
77	127,396
25 \$15,528,331	

New Hamp-
on Fire have
land. These
of American
s and this
J. is increas-
business.

be
ornia Better
d this week
the national
accident and

SS

RETY
ON

Bailee Loses to Insurer

CINCINNATI—An interesting case involving the disappearance of a \$350 double barrel shot gun insured under a personal property floater was decided by Common Pleas Judge Schneider here in affirming the decision of the municipal court in *Alliance vs. Powell & Clement Co.* Nial E. Ferris, the owner of the gun, left it with Powell & Clement Co. to sell it for him at \$350 at an agreed commission of 20%. When he later inquired about the gun, Powell & Clement was unable to find it. Alliance paid Ferris \$350 under his P.P.F. and sued Powell & Clement, obtaining a judgment of \$280, the value of the gun with the commission deducted, in municipal court. Powell & Clement did not dispute that Alliance made a prima facie case by showing failure to return the gun, but claimed that it avoided liability when it showed that it had exercised ordinary care in safeguarding the gun when it was in its possession and it, therefore, was relieved of liability. Counsel for Alliance contended that Powell & Clement had to go further and also explain the circumstances of the loss in order to sustain its position of ordinary care. The common pleas court, acting as a court of appeals, sustained this position.

"Agent's Bonding Guide" by Gee in New Edition

Harold F. Gee has completely revised his "Agent's Bonding Guide" which was published originally in 1940. The new edition is the result of "demands" of the industry. It reflects what men in the business believe should appear in a book to serve as a guide for agents and others in the field.

The license and permit section has been enlarged to include some of the more common bonds of this type. The contract bond section has had a thorough goin-over, and the banker's blanket bond section has been completely revised.

The big change is in the fidelity section. The response of agents in general to the fidelity business has been disappointing, and Mr. Gee's book goes a long way to help in promoting and explaining this line. The new edition devotes about one-half of its pages to fidelity and every type of fidelity bond is covered.

The quick reference chart has been enlarged and gives a thumbnail sketch of 273 commonly called for fidelity and surety bonds. The chart shows where the rate may be found, where the bond form may be procured, what company forms and other supporting papers will be required.

The book may be obtained from the publishers, the Rough Notes Co., 1142 North Meridian St., Indianapolis 6, at \$2.00.

Levy with Simons Agency

Charles J. Simons & Co. of Newark has appointed Jules B. Levy manager of the disability, accident, health and hospitalization department. He was formerly with Continental Casualty in New York City as sales training director.

M. S. Smith Is Promoted

M. S. Smith has been elected to the newly created office of assistant secretary of Pioneer Mutual Casualty of Columbus, O.

Capital Is Increased

American Hospital & Life of San Antonio has increased its capital from \$300,000 to \$500,000.

Open house will be held March 12 by the newly established branch office of Pacific Employers at Sacramento. Charles H. Reifenrath is manager.

Durel Black Reelected Surety Agents President

NEW YORK—National Assn. of Surety Bond Producers at its annual meeting here reelected Durel Black of New Orleans president and returned other officers to their posts. Three new executive committeemen are R. L. Patton, Charlotte, N. C.; James J. Lucy of New York City, and C. R. Morgan of Charleston, W. Va.

Producers play an important part in the new era the surety business finds itself in as a result of the S.E.U.A. decision and public law 15, Martin W. Lewis, general manager of Surety Assn. of America, said. He was the first speaker on the two-day program. He urged producers to increase their public relations efforts during the months immediately ahead, as did J. Dewey Dorsett, general manager of Assn. of Casualty & Surety Companies.

Robert W. Thompson, Dallas, first president of the association, which was organized at Washington in 1943, and H. Phelps Smith, Nashville, secretary, discussed association activities. S. Hammond Story, Atlanta, and Jack East, Little Rock, led production discussions on the first day.

Increased problems in underwriting contract bond business in the future were predicted by W. D. Dean, general manager Bureau of Contract Information, Washington. Some contractors have just about discontinued their individual operations and instead practice joint ventures with other contractors to divide construction risks. It may divide their risks but it multiplies those of underwriters, he said. It is difficult to make an accurate financial analysis of the contractors affairs when he is involved in joint ventures, he stated.

The managing director of Associated General Contractors of America, H. E. Foreman, Washington, cited some of the group's legislative difficulties. He predicted that contractors would be able to take care of the \$23 billion business expected this year. Of this, \$15 billion is for new construction and \$8 billion for maintenance and repair.

Carl Dausch, Columbus, O., and W. R. Phillips, Birmingham, led production discussions at the final session.

Contrary to the spirit of the remarks about public relations made by the principal speakers at the meeting, the press was barred from all but two talks on the program. No explanation was made for this unusual convention procedure.

Mariam Addison in New Post

Miriam A. Addison has resigned as chief underwriter of the accident and health department of Union Mutual Life and joined the new McNeill agency of Provident Life & Accident in Boston. She was for some time with the old Massachusetts Accident as underwriter and brokerage supervisor.

New Mass. Fire Marshal

BOSTON—Everett I. Flanders, adjutant of the state police force, has been named state fire marshal of Massachusetts to succeed the late Edward H. Whittemore. He has been a member of the state police force 25 years, and second in command since last January. He is a graduate of Suffolk law school.

Richard A. Kenzel, manager Wisconsin service office of Phoenix-London, Milwaukee, was host to the office personnel at a luncheon observing the third anniversary of the establishment of the office.

Lt. Thomas J. Moran of the St. Louis police department addressed the St. Louis Blue Goose Monday on "Juvenile Delinquency."

Motor Vehicle Casualty has withdrawn from Ohio. Employers of Birmingham has been admitted to that state.

A new local agency has been formed at Tacoma by Wayne B. Miller and Martell F. Blake, formerly with Alva Roberts & Co.



But it's never funny to be HALF-COVERED

against power-equipment failure

When a client of yours, having only his boilers covered, has an accident to his power machinery—it's never funny to him or to you. For he depends upon you, as his agent, for sound insurance counsel.

The facts show that owners of factories, laundries, hotels, dairies and similar plants lose heavily every year through failures of such machines as engines, compressors or electrical units.

Check your list of clients for those who are only partly covered. Then, for whatever technical help you need, call on the Special Agent of Hartford Steam Boiler. He has the specific knowledge and experience to aid you in selling and servicing the additional protection. You'll cultivate long-term good will—and increase your writings.



The Hartford Steam Boiler Inspection and Insurance Company
HARTFORD, CONNECTICUT

FOR POWER-PLANT INSURANCE, IT PAYS TO CHOOSE THE LEADER

Class C Employee Gets \$50,000

Police have arrested Edward Nickadowicz, 23, who is said to have admitted stealing 45,000 tubes from the Harrison, N. J., plant of Radio Corp. of America since last October. The retail value of the tubes was placed at \$50,000 by R.C.A. officials. American Surety is on the risk.

Nickadowicz periodically arrived at work an hour ahead of time and this aroused suspicions of R.C.A. officials, who were trying to trace the systematic disappearance of radio tubes. Nickadowicz was a material service man, a job that called for going from building to building with R.C.A. materials. When picked up by police he was pushing a hand truck loaded with three large cartons marked paper toweling. He headed the truck for his car and started loading the cartons into it. Police opened the cartons and found 3,700 radio tubes valued at \$1 to \$1.25 each at retail.

Nickadowicz admitted using a spurious exit pass for toweling to pass the guards at the plant and said he had been taking tubes since last October. He said he was feathering his nest for his approaching marriage. He was a class C employee.

American Cas. Pays Loss in 2 1/2 Hours, Recovers in 2 Days

Prompt payment and quick recovery were features of a \$7,864 payroll loss last week at Atlantic City. The money, contained in a white canvas bag, was lost from an armored truck en route to the Claridge hotel at 10 a. m. Charles Gale, local representative of American Casualty, delivered a new payroll to the hotel in 2 1/2 hours.

The bag was recovered two days later from a man who had picked it up while on his way to a doctor's office. He had not opened it immediately, but upon discovering its contents, called the police. American Casualty, through Mr. Gale, rewarded the finder with \$786, or 10% of the paid loss.

Confer with Auto Assn.

WASHINGTON—Representatives of insurance have held several conferences recently with a committee of American Automobile Assn. Efforts were made to

reach agreement on safety responsibility legislation along the line of the so-called strong form.

Over 40 states have safety responsibility laws, according to the auto association, but less than half have the strong form. Some of the discussions related to situations arising under the strong form where drivers age 16 or less and more than 60 years have not been able to obtain insurance.

Pooling of such risks has been proposed or authorized.

Representatives of the Assn. of Casualty & Surety Companies, American Mutual Alliance, American Bar Assn. have been among the conferees.

New Battle Looms in Allstate Mass. Licensing

The Massachusetts department is holding a hearing March 12 on the licensing of Allstate and Allstate Fire of Chicago. These companies applied for license in 1943 and the local agents of the state opposed their admittance. The Allstate companies finally withdrew their application, but they have now applied again.

Massachusetts Assn. of Insurance Agents is prepared again to resist the licensing and they will have as allies Insurance Brokers Assn. of Massachusetts. Harold D. Barnes of Pittsfield heads a local agents' committee that is in charge of resisting the licensing.

Sinn N. J. Casualty Speaker

Alfred C. Sinn, Clifton, N. J., president New Jersey Assn. of Insurance Agents, addressed Casualty Underwriters Assn. of New Jersey, at a luncheon meeting at Newark.

He stated the insurance industry in New Jersey as a whole is cooperating on the cash and sickness benefit measure now before the New Jersey legislature.

The annual meeting and outing will be held June 8.

To Be Consulting Actuary

B. Russell Thomas has resigned from Marsh & McLennan, where he has been doing actuarial work, to go into private consulting practice. He will be associated with Carl Tiffany, who has just resigned as actuary of the Illinois department.

Plans for the new set-up will be announced shortly.

Conservation Bureau Title Is Changed

NEW YORK—The name of National Conservation Bureau has been changed to the Accident Prevention Department of Assn. of Casualty & Surety Companies. The change was made to clear up misunderstandings as to the purposes of the department.

Many have interpreted the bureau as being a governmental agency. Even some agents have failed to connect the bureau and the industry and companies they represent. Too frequently also the industry has been asked why it is not taking a more active part in curbing accidents, it not being known that this work of the bureau is an important arm of the stock casualty insurance industry's cooperative public service program. Manager J. Dewey Dorsett stated.

Association member companies, through individual engineering departments, are now spending more than \$13 million annually in engineering and accident prevention work as a direct service to assureds and the public, particularly in compensation and vehicle fleet coverage, he pointed out.

The program and policies of the accident prevention department, conserving life and property, will remain the same.

Ore. Assigned Risk Report

PORTLAND, ORE.—There were 3,853 new policies and 1,524 renewals issued through Oregon automobile assigned risk plan in 1947, according to the annual report of Manager L. M. Koon. Since inception of the plan in 1943, 12,655 new and renewal policies have been issued.

Total premiums on assigned risks in 1947 were \$236,440.

Open Office at Omaha

Atwell, Vogel & Sterling, auditing and engineering firm for casualty and inland marine underwriters, have opened a new office in the Omaha Loan building, Omaha, and appointed W. C. Georgson as manager.

The office will have a staff of four and will cover Nebraska and western South Dakota.

Leslie H. Cook Moves

The office of Leslie H. Cook has been moved into considerably larger quarters at 1859 Insurance Exchange building, Chicago. Mr. Cook has been operating this office in the excess and reinsurance field with London Lloyds connections since Jan. 1, 1947. Associated with him is W. O. Schermerhorn.

New Peak in Premiums

Pioneer Mutual Casualty of Columbus in its new statement reports assets of \$430,230 which was a gain of 35%. Surplus to policyholders was \$185,116, increase 71%. The premiums reached a peak of \$815,298. Pioneer writes hospitalization, health and accident and automobile coverages. Its automobile premiums total \$232,655, an increase of 56%. A policy dividend of 10% is being paid on automobile.

New Financing Under Way

John Marshall of Chicago is selling additional stock that will bring about an increase in resources of \$108,000. The capital has consisted of 20,000 shares of \$10 par value. These shares are being reduced in par to \$7 and 9,000 new \$7 par value shares are being sold at \$12. When this transaction is completed, capital will be \$203,000 and net surplus will be about \$100,000.

J. E. Howe to St. Louis

John E. Howe, Kansas City special agent of the American Surety group, has been appointed assistant manager at St. Louis. He joined the group in 1938 at Kansas City and in 1940 was appointed special agent.

A. & H. Bureau Plans Seminar

Bureau of A. & H. Underwriters will conduct an educational seminar April 27-28 at the Commodore hotel, New York City.

Discussion leaders and their subjects are: April 27, J. F. Follmann, Jr., manager, the bureau's digest of laws and regulations and recent statutory and regulatory requirements affecting policy filing and drafting; Raymond A. Payne, Travelers, the proposed new policy provision law under consideration by National Assn. of Insurance Commissioners; F. Leroy Templeman, Maryland Casualty, forms filing procedure; W. E. Kipp, Indemnity of North America, policy revision as to both statutory requirements and general improvement in language and content.

April 28, Harry V. Williams, Hartford Accident, A. & H. statistics including loss experience filings required by states and the relationship of these requirements to the bureau's statistical collection. John F. Lydon, Ocean Accident, the manual, emphasizing the occupational classifications, underwriting, and coverage sections.

General chairman is Ray L. Hill, Great American Indemnity.

Insurers of All Stripes Agree on N. J. UCD Bill

All branches of the insurance business have agreed on amendments to the bill in the New Jersey legislature that would set up unemployment compensation disability in that state, and insurance representatives were scheduled to discuss the amendments with legislators Wednesday this week.

Casualty Agents Steering Group Has Full Day

About 20 members of the executive committee of National Assn. of Casualty & Surety Agents gathered at Chicago last Saturday for a full day discussion of current topics. Carl Daniel of St. Louis, the president, was in charge. Many were accompanied by their wives, and that evening there was a gala get-together at the Pump room.

Form New Texas Company

Continental Life has been organized at Fort Worth with offices in the Majestic building. President is Thomas M. French, who has been in life insurance work in Texas 20 years. He served as president of Guardian Life of Dallas, and also was formerly with Gulf States Life and Century Life. D. D. Beasley, Beasley Agencies, one of the organizers of American Fidelity, is chairman, and T. Gordon Ryan, secretary. It is a legal reserve company, chartered to write life, accident and health insurance.

Farewell Dinner for Joseph

LOS ANGELES—Casualty Insurance Assn. of Southern California tendered Joseph E. Joseph, who has been southern California manager of the Commercial Union-Ocean group, and who will shortly become assistant Pacific Coast manager at San Francisco, a farewell dinner.

The association gave H. E. Berger, Zurich, immediate past president, a gift in appreciation of his services.

John Tracy, Fireman's Fund Indemnity, was elected assistant secretary to succeed H. L. Carleton, resigned.

Davis Addresses Auditors

LOS ANGELES—Brook G. Davis, manager special risks department of Lumberman's Mutual group, addressed the Southern California chapter of California Insurance Auditors Assn. on comprehensive liability. He illustrated his talk with charts.

AMERICAN RE-INSURANCE CO.

Robert C. Ream, President

99 John Street, New York 7, N. Y.

DECEMBER 31st, 1947

CAPITAL	\$ 4,000,000.00
Surplus	8,534,246.69
Voluntary Contingency Reserve	750,000.00
Surplus to Policyholders	\$13,284,246.69
Reserve for Losses	9,067,162.48
All Other Liabilities	7,863,979.60
TOTAL ADMITTED ASSETS	\$30,215,388.77

NOTE: Securities carried at \$700,000.00 in the above statement are deposited as required by law.

CASUALTY • FIDELITY • SURETY
Re-Insurance

PRITCHARD AND BAIRD

99 John Street, New York 7, N. Y.

BEekman 3-5010

WOorth 2-3166

REINSURANCE

CONSULTANTS AND INTERMEDIARIES

CASUALTY • SURETY • FIRE • MARINE

III. Federation Hears Educators; Weiser Honored

Insight into the place and the stage of development of insurance education was provided at the annual meeting of the Insurance Federation of Illinois by the outstanding University of Pennsylvania duo, David McCahan, dean of the American College of Life Underwriters and Harry J. Loman, dean of the American Institute for Property & Liability Underwriters.

Ray J. Wetterlund, vice-president and general counsel of Washington National, was elected president and L. D. Cavanaugh, president of Federal Life, became first vice-president. D. K. Weiser, manager of Aetna Casualty, who retired as president and became



D. K. Weiser



H. J. Loman

board chairman, was presented a sterling silver bowl and a resolution was read honoring him for his services as president and chairman of Insurers Advisory Council.

Mr. Loman stated that insurance education has become deeply rooted in the American economy because insurance has occupied an increasingly important place as the economy passed from agrarian to a highly industrialized stage with the risk of loss and destruction from a variety of causes multiplied.

Insurance was a late starter in schools of business. The delayed start was only natural because the industry did not sense its own importance and did not realize the necessity for career personnel. There is evidence now that more institutions are planning to expand insurance instruction than any other type of business education. The insurance profession has reached the point where its educational requirements have been recognized by schools of business.

Public Responsibility Demands Training

Mr. Loman said that educational equipment is more important for those planning insurance careers than for most other business men. In no other principal business field do a larger percentage of persons furnish advice and make decisions so important to the economic welfare of others.

The type of college business education in which the student gets grounding in business fundamentals, plus some specialization in a selected field has now come into its own and in this atmosphere preparation of persons for insurance careers is taking place, he said.

Mr. McCahan characterized the American College, the American Institute and the Huebner Foundation as liaison between the insurers institution on the one hand and the educational institution on the other.

He observed that the number of persons studying insurance in colleges and universities is substantial, and that he would not be surprised if there were one person in college for every person that is in a company training course other than correspondence course. The greater number of these students are in general insurance courses or in courses to prepare for C.L.U. or C.P.C.U. examinations rather than in actuarial science and insurance law.

He spoke of a shift toward institutional as contrasted to company train-

ing. He said the professional societies have made themselves felt, both on the campuses and in the companies.

Though rigid insistence upon standards precluded rapid growth in the C.P.C.U. and C.L.U. movements in the early days, real progress has been made, Mr. McCahan said. This is measured not only by the few thousand who have earned their designations, the 12,000 who have been enrolled in classes, but by the many colleges and universities that have introduced educational programs to prepare students for examinations of the college and institutes. Recognition is reflected in the growing acceptance of both movements within and without the insurance business.

Truck Program Under Way

WASHINGTON—In order to "alleviate the serious insurance difficulties and related safety problems" confronting motor truck owners, American Trucking Associations has appointed a committee to "plan and carry through a long-range program." This trucking industry insurance advisory committee will include consultants representing the underwriting, accident prevention, and agency phases of the insurance business.

For the present, the committee, although to be national in scope, will operate in two groups—the eastern division and the western which will cover 11 far-western states. The former held a kick-off meeting at New York. Ted V. Rogers, chairman of the AIA board of directors, heads the whole committee, with R. C. Coleman, American Safety Tank Co., Kansas City, vice-chairman.

Insurance men on the eastern division are R. Bruce Miller, Philadelphia; George W. Nixon, New York; Philip W. Scheide, Hartford; Donald Vaughan, Hartford; George H. Perry, Boston; Thomas H. Boate, New York; Sam Markel, Richmond; Dwight McCracken, Boston; T. L. Osborn, Jr., Chicago; Walter S. Attridge, Boston; Frank H. Chandler, Baltimore; Jack Baldwin, New York; B. H. Sager, Cleveland, and Philip L. Baldwin, Washington.

At the eastern meeting it was agreed to assign insurance men and truck safety and personnel specialists the task of developing concrete recommendations for basic minimum standards for safe and efficient operations. Such recommendations then will be submitted to the trucking insurance advisory committee for action. Several consulting commit-

tees, to be composed of specialists from both the insurance and trucking industries, will be appointed.

Industrial Insurers Name Counsel

Industrial Insurers Conference has named William H. King of Richmond, Va., as legal counsel. This is a new position authorized by the executive committee in December.

Mr. King graduated from Dartmouth

and studied law at Harvard and the University of Richmond. He was a lieutenant in the navy.

He is a partner in a Richmond law firm and has been an instructor at University of Richmond.

Women to Hear Groves

The women's division of the Chicago Accident & Health Association will meet March 11 at 12:15 at Eitel's Grill, 135 South La Salle street.

B. H. Groves, Travelers, vice-president Chicago association, will speak.

A TIGER IN DISGUISE



A bad plate glass risk is a tiger in disguise . . . but you can spot 'em with Peterson's Survey Service. With complete reports on over 20,000 stores in the Detroit area, Peterson is assisting underwriters every day in reducing plate glass loss ratios by enabling them to check risks with bad experience. For speed, dependability, and performance . . .

CALL Temple 3-3707

PETERSON
GLASS COMPANY

2833 John R Street, Detroit

Specialists in Credit Insurance* for 55 years

For information about American Credit Insurance, or for help in closing sales, call our General Agent in your city, or write American Credit Indemnity Company of New York, First National Bank Building, Baltimore 2, Md.

***Guarantees Payment of Accounts Receivable**

American Credit Indemnity Company
of New York
BALTIMORE 2, MD.

Earn Commissions Like These On Single Policy Sales	
New York Broker.....	\$343
Pennsylvania Broker.....	459
Tennessee Broker.....	795
Minnesota Broker.....	313
Missouri Broker.....	423
Michigan Broker.....	440
Illinois Broker.....	668
Oregon Broker.....	556
New Jersey Broker.....	437
Georgia Broker.....	361



No Demented Peacocks Among Archie's Clients

The Duffy's Tavern radio show recently had Archie, star of its show, taking up the A. & H. business, his slogan being, "He who lapses last laughs last." His first prospect was Finnegan, who tried to qualify for a policy even though he had chronic moronity.

"Suppose you get sick, who'll pay your doctor's bills?" Archie asked Finnegan.

"Let him pay his own," said Finnegan. Trying a new angle, Archie said, "Do you know that every 10 minutes, 10 people fall in the bathtub?"

WANT ADS

WANTED

Bond Dept. Manager for Los Angeles, California Midwestern Company. Must have sales and underwriting experience Bonds & Burglary. Address P-23, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Young man with several years experience as a Home Office automobile underwriter. Prefer someone in late twenties or thirties who is not tied down by real estate or a large family on present position. Excellent opportunity. Address P-1, c/o National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Illinois.

Due to our expansion we have an opening for a multiple line casualty company with A or A1 rating. We are an old established general agency in St. Louis, Mo. No company trouble and not interested in long distance haulers. Address P-32, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Field representative for the production of Casualty and Bond business in Texas territory. Excellent opportunity for real producer.

TRINITY UNIVERSAL INSURANCE COMPANY
DALLAS, TEXAS

ACCIDENT & HEALTH CLAIM MAN

Wanted for Chicago office of well known casualty company. One with some group experience preferred, but not essential. Reply to P-33, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Man with casualty and miscellaneous bond experience for production work Los Angeles and Southern California territory. Excellent opportunity for right man. State age, experience, salary required. Address P-36, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AUTOMOBILE UNDERWRITER

Excellent opportunity in Detroit, Michigan, in Home Office of expanding mutual organization for experienced automobile underwriter. Write giving full details. All replies strictly confidential. Address P-34, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

Bond Department Manager for Los Angeles. Experience in fidelity and surety lines. Salary open. Apply, giving experience, to Mr. Howlett, General Casualty Company, 680 South La Brea Avenue, Los Angeles 36.

EXPERIENCED COMPENSATION AND LIABILITY UNDERWRITER

Ideal position in Milwaukee branch office for right young man. Write age, experience, education and marital status. The Employers Liability Assurance Corporation, 312 E. Wisconsin Ave., Milwaukee 2, Wis.

"Doesn't it get crowded?" asked Finnegan.

Archie then appointed Finnegan as one of his agents. Finnegan wanted to get more information as to what the policy covered, so he asked, "Will my prospect be insured if he falls down while skating?"

"Of course," said Archie, "if his premiums aren't in arrears."

Archie refused to write coverage for people who have a history of demented peacocks. Double indemnity, according to his definition, is something paid when a policyholder is bitten by a mad cobra on the west side of Third avenue at high noon.

"Success isn't inspiration, it's sweat-spiration," Archie told Finnegan as he sent him out prospecting. "Remember, stress the point to prospects they are covered against flying grapefruit." As a final bit of advice he said, "Finnegan, you've got to be sentimental in this business. People who buy insurance, do it to protect their loved ones." To which Finnegan retorted, "Gee, I wonder how many policies I can sell to Lana Turner?"

Claim Radiation Injury

Three Los Alamos scientists filed claims under the workmen's compensation law for disability alleged to be due to radiation exposure. University of California and Globe Indemnity are interested.

The claim of one man, Alvin C. Graves, was just recently settled for \$3,500. S. Allen Kline is believed to have brought the first suit. University of California and Globe Indemnity admitted he sustained some injury, but denied he became totally disabled. The other claim is that of Theodore Perlman. The suits were brought in Sandoval county court, New Mexico.

Big K. C. Water Main Bond

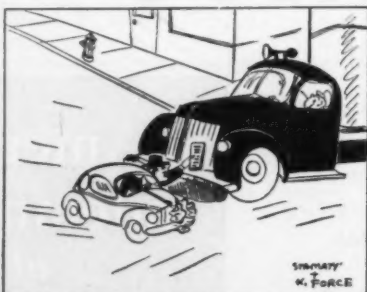
Massachusetts Bonding through its St. Louis office has written the completion bond for the Samuel Kraus Co. of St. Louis on the \$1,423,956 contract for installation of water mains at Kansas City.

Publish Booklet on Blue Cross

U. S. Public Health Service has published a comprehensive booklet on Blue Cross and medical service plans, giving detailed information on the operations of the 81 Blue Cross plans and the various physicians' services. There are tables and graphs showing the growth of plans, income, expenses, and hospital charges. The appendix includes a resume of commercial hospital, surgical and medical coverages. Copies may be obtained from public inquiry section, U. S. Public Health Service, Washington 25, D. C.

Agent Solves E. C. Reduction

One midwest agent who has always used National Board prevention advertising in his community, has returned to the board its latest advertisements. In a letter he states that the amount he spent on such advertising represents about the money that he will not get as a result of the cut in extended coverage commissions. He suggests that the board get the companies to pay for the advertising of the local agent.



"WE GOT A \$100,000 LIABILITY POLICY—WHAT HAVE YOU GOT?"

Victorious

In a hotly contested election for vice-president of Surety Assn. of Chicago to fill a vacancy B. J. Nietschmann, manager of National Surety, emerged triumphant Tuesday evening. He left his two adversaries far in the rear and thus it is now assured that the next president



B. J. NIETSCHMANN

of the surety association will have no hecklers when he presides, because Mr. Nietschmann is the professional heckler of the organization. Charles Hoehn from the head office of National Surety was a guest, but delicately refrained from electioneering.

After having elected Mr. Nietschmann, the group devoted itself to cards. Robert Munsell, Ocean Accident, the president, was in charge.

Name Clark, Hohaus, Linton

WASHINGTON—Membership of the new social security committee of U. S. Chamber of Commerce includes Rollin M. Clark, vice-president of Continental Casualty; Reinhard A. Hohaus, actuary Metropolitan Life and M. Albert Linton, president Provident Mutual Life.

Manitowoc Self-Insures Liability

MANITOWOC — Establishment of a self-insurance liability fund by the city of Manitowoc was voted by the common council to cover the city proper as well as the utilities, public and vocational schools and library. Under the plan adopted, contributions will be made for five years by the various groups of an annual total of \$5,000 until a \$25,000 fund has been established. Assessment will be made thereafter to maintain the fund as it is reduced by claim payments.

Mo. Ruling Exempts Taxicabs

JEFFERSON CITY, MO. — The motor vehicle responsibility law does not apply to taxicabs, the attorney general's office advised Hinkle Statler, supervisor state motor vehicle registration unit. Taxicabs are common carriers and exempt from provisions of the law.

Cincinnati C.P.U. Course

CINCINNATI — A C.P.C.U. study group has been organized here and will be supervised by Ralph N. Fey, Fire Association, who is already a C.P.C.U.

Portland Agents See New Film

The N.A.I.A. movie, "Your Best Policy," featured the January meeting of the Portland (Ore.) Assn. of Insurance Agents.

Charles J. Komaiko of the S. B. Komaiko & Co. class 1 agency, Chicago, has been endorsed as candidate for the Illinois senate by the regular Democratic organization of that city. He is a son of the agency head, member Illi-

nois bar, graduate of De Paul law college, and was a captain of marines in the Pacific area, serving for over four years.

"Successful Farming" Men Confer with Insurers

Don Ross, merchandising manager of "Successful Farming," is to be host to the managing committee of Farm Underwriters Assn. at a luncheon March 18. Mr. Ross hopes to have with him Kirk Fox, editor; Fred Bohlen, president; Ed Meredith, vice-president, and several other of their important executives.

NEWS BRIEFS

John J. McKeon, senior partner in the investment banking firm of Charles W. Scranton & Co. of New Haven, who died at New Haven, was a director of Aetna Life, Aetna Casualty, Automobile and Security of New Haven.

"Fidelity Loss Prevention" was discussed by C. A. Sullivan, Liberty Mutual, at the February meeting of the Twin Cities chapter of Controllers Institute of America.

W. J. Gissendanner, manager of north central compensation rating bureau, spoke before Des Moines Casualty & Surety Club on workmen's compensation insurance.

New officers of Marion County (O.) Assn. of Insurance Agents are: J. D. Torrance, president; W. A. Selander, vice-president; R. G. Williamson, secretary.

The Oakleaf agency and the Tarbox agency of Moline, Ill., have consolidated. Earle Tarbox is president and J. B. Oakleaf is secretary-treasurer. Mr. Tarbox is president of the Moline Assn. of Insurance Agents, and Mr. Oakleaf is a regional vice-president of the Illinois association.

READ 'em and WEEP

A Long Island candy manufacturing executive had only \$300 in insurance to cover the burglary of \$14,032 in cash from his home. He had the money at home to pay for wedding expenses and to make a business investment. While he was at the wedding the thieves entered his home and broke into a locked closet on the second floor, removed the safe, and cut it open with a chisel.

Be firm in principles, but do not be stubborn in little things.

Some think that to lift up the fallen it is necessary to pull down the risen.

Some men are born poor and others buy second-hand cars.

The fellow who is always looking for a snap usually lacks ginger.

When you get so good you can't learn any more, it's time to die.



Mutual

Program

PLY I Schreiber secretary

nounced

gional co

Frankenn

noo and

May 18-2

given in

field men

"Autom

will be c

E. F. V

and Paul

ual; "By

ries," Ri

"Compre

Hayes, I

Workm

Kerper,

and "Adj

ningham,

Topics

sessions

Henderso

Plauss, J

Evans; "

Woodwo

Blancha

bolz, Ho

Norman

Burkam,

Curdy,

ness Inte

H. W. S

H. E. H

C. H. E

Hail P

at Minn

MINN

of a serie

conducte

meetings

were pu

March 9

al; Hutc

Central

the Wes

R. W

panel cl

men who

They w

April 13

Brecken

Northwe

Wilson

JOPL

been el

Agents

Bealmea

preside

Owen w

Minne

L. D.

tional di

Insuran

develop

tion at

Minneap

liam Co

departm

lined th

of marin

Fight o

JEFF

senate c

welfare

hearing

for Mar

sion of

partmen

The c

tion pic

and ope

INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

PACIFIC COAST AND MOUNTAIN

Mutual Agents' Regionals Program Announced

PLYMOUTH, MICH.—H. W. Schreiber, Northwestern Mutual Fire, secretary 732 Club of Michigan, announced tentative program for the regional conferences of mutual agents in Frankenthuth, Grand Rapids, Kalamazoo and Lansing on successive days, May 18-21. Similar programs will be given in each city by a panel of mutual field men.

"Automobile Insurance Problems" will be covered at morning sessions by E. F. Vickers, Citizens Mutual Auto, and Paul J. McDonald, Wolverine Mutual; "Broad Form Money & Securities," Richard Childs, Shelby Mutual; "Comprehensive Coverage," R. J. Hayes, Lumbermen's Mutual Casualty; "Workmen's Compensation," John Kerper, Employers Mutual Casualty, and "Adjustment of Claims," H. C. Cunningham, Michigan Adjustment Bureau. Topics and speakers for the afternoon sessions will be "Reporting Forms," J. L. Henderson, American Mutual; Paul Pleuss, Manitowoc Mutual, and Dale Evans; "How To Judge a Risk," D. J. Woodworth, Iowa Hardware; W. A. Blanchard, Pawtucket, and George Bulbolz, Home Mutual; "Inland Marine," Norman Trebilcock, Badger; Wayne Burkam, Central Mfrs., and J. M. McCurdy, Indiana Lumbermen's; "Business Interruption and Extra Expense," H. W. Schreiber, Northwestern Mutual; H. E. Hudelson, Mill Owners Mutual; C. H. Holt, Western Mutual.

Hail Panels Conducted at Minn. Regionals

MINNEAPOLIS — The first three of a series of hail insurance panels were conducted this week at regional agents' meetings in western Minnesota. They were put on by field men at Slayton March 9 for the Southwestern Regional; Hutchinson March 10 for the South Central and Montevideo March 11 for the West Central.

R. W. White of Minneapolis was panel chairman, assisted by company men who specialize in hail underwriting. They will put on the same program April 13 before the Park Regional at Breckenridge and April 14 before the Northwestern Regional at Crookston.

Wilson Joplin President

JOPLIN, MO.—Wallace Wilson has been elected president of Insurance Agents Assn. of Joplin to succeed R. E. Bealmeier. He is succeeded as vice-president by Jack Flournoy. Virgil T. Owen was renamed secretary.

Minneapolis Board Meets

L. D. Engberg of St. Paul, state-national director of the Minnesota Assn. of Insurance Agents, reported on the latest developments in the commission situation at the quarterly meeting of the Minneapolis local board Monday. William Conway, chief examiner marine department of St. Paul F. & M., outlined the present and future possibilities of marine insurance.

Fight on Mo. Fire Marshal Bill

JEFFERSON CITY, MO. — The senate committee on public health and welfare has scheduled another public hearing on the state fire marshal bill for March 15. It provides for a division of fire prevention under the department of public health and welfare.

The chief opposition comes from motion picture theatre owners and owners and operators of hotels and rooming

houses and of structures that include places of public assembly. They would be required to employ practical fire-fighters or trained fire wardens to be on duty as requested by the director.

At a hearing last week the bill supported by spokesmen for International Assn. of Fire Fighters and Missouri Assn. of Insurance Agents, including John J. O'Toole, F. D. Hirschberg & Co., St. Louis, vice-chairman of the N.A.I.A. fire prevention committee, and Clifford Jackson, Mountain Grove, president Missouri association.

Parker at Cape Girardeau

CAPE GIRARDEAU, MO.—How lower fire insurance rates may be obtained for residents of Cape Girardeau was discussed at a meeting sponsored by Cape Girardeau Assn. of Insurance Agents, at which Milton I. Parker, chief engineer of Missouri Inspection Bureau, reviewed the present fire fighting facilities and improvements needed.

President Arnold Roth announced that Cape Girardeau association members would pay preliminary expenses for hiring architects to draft plans for two new fire stations.

Observes 50th Anniversary

The Stewart agency of Chillicothe, Mo., was awarded a plaque commemorating its 50th anniversary by Lawrence Mooney, state agent, and Henry Wassweiler, special agent of Springfield Fire & Marine.

Organize Columbiana Co.

At a hearing last week it was suggested at Lisbon, O., the N.A.I.A. film, "Your Best Policy," was shown. James Merritt, Ohio Assn. of Insurance Agents, attended the meeting and made plans for organizing a Columbiana County Assn. of Insurance Agents.

Krier Talks at Merrill

Urban Krier, Milwaukee, executive secretary Wisconsin Assn. of Insurance Agents, discussed the benefits of local, state and National associations and company-agent relations at dinner meeting of Merrill Assn. of Insurance Agents. The N.A.I.A. movie, "Your Best Policy," was shown.

New Sheboygan School Plan

SHEBOYGAN, WIS. — Representatives of Sheboygan Board of Fire & Casualty Underwriters appeared before Sheboygan board of education to discuss an insurance program on public schools with 80% coinsurance. On the basis of a recent appraisal under a five-year staggered budget plan, the school board voted to place \$904,000 additional insurance on schools to bring the coverage to the required amount.

N.A.I.A. Course at Columbus

Insurance Board of Columbus, with the cooperation of the board of education there, started the N.A.I.A. standard course Monday night, starting with fidelity and surety. Frank Middleton, National Surety, is the instructor. Boiler and machinery will be taken up next, followed by burglary and glass.

Hill Speaks to Detroit Women

Robert M. Hill, president Robert M. Hill Co., Detroit independent adjusters, and vice-president of National Assn. of Independent Adjusters, was speaker at a meeting of Women's Insurance League of Detroit. Mr. Hill discussed fire loss procedure and fire contracts.

To Hear Utah Protest on Provisional Form Rules

SALT LAKE CITY—A hearing will be held here March 11 under the newly adopted regulatory laws on a protest filed by Utah agents against new rules filed with the state, governing provisional form policies.

Insurance committees of both houses of the legislature will attend the hearing to determine whether public interest is being upheld and whether state regulation as now set up in the statute is adequate.

At the last session of the Utah legislature, opponents of the present regulatory law branded it as a "subterfuge" and a device on the part of the companies to avoid federal regulation, with no intention of being actually regulated on a state level.

Current discussion is centered between controlled state rating, as in Washington, and domestic-controlled rating, such as prevails in Idaho, with the latter having the greater support.

Cantlon Opens S. Nevada Adjusting Firm at Las Vegas

Harry J. Cantlon has resigned as manager at Las Vegas, Nev., for Barr Adjustment Co., and has opened an independent adjusting firm in Las Vegas with the title Southern Nevada Adjustment Co. The firm will handle southern Nevada, Needles, Cal.; Kingman, Ariz., and southwestern Utah.

Arapahoe Club Luncheon

Two new members were admitted to the Arapahoe Club of San Francisco, at its annual luncheon meeting. 1. They are Lee Olney, metropolitan manager of Northern Assurance, and Bernard Froiseth, former manager of Hawaiian Rating Bureau and before that a field man at Denver. Membership is confined to those formerly in Rocky Mountain territory with headquarters at Denver.

Guests at the luncheon, with H. L. Simpson presiding, included R. H. Stebbins, Cobb, Miller & Stebbins; H. M. Mack, manager Mountain States Inspection Bureau; Herbert Johnson, New Zealand; A. T. Cabell, Northern Assurance, and L. C. Steinmann, London Assurance, all of Denver; J. Francis Fowles, Ogden local agent and Hugh Miller, Tracy Loan & Investment Co., Salt Lake City.

Rule Changes in Idaho

Idaho Surveying & Rating Bureau has revised provisional insurance rules to conform with the new single state reporting form A and the coinsurance reporting form, which were approved effective March 1. Other changes include revision of certain basic rates and charges under tariff rating schedules, establishment of a form for writing average clause deficiency coverage, and amendments in rules on cancellations, reinstatement of loss, rental income, unearned premium insurance, warehouse charges and business interruption insurance, most being minor in importance. Other changes affect growing grain rules in the farm tariff.

Colridge at Los Angeles

At a dinner meeting of Insurance Assn. of Los Angeles, Frank C. Colridge, N.A.I.A. secretary and former executive secretary of the California association, emphasized the important part that California assumes in the national picture of insurance and promised unstinted cooperation from the National association.

Vice-president B. J. Lynch reviewed the assigned risk plan and admonished producers to use it as it was intended rather than to misuse or abuse this new market. Harry Perk, Jr., discussed the new financial responsibility act effective July 1.

Dain Sturges, chairman traffic and safety committee of Los Angeles association, announced the Western Safety Conference convention at Los Angeles June 16-18.

Elmer Barr Takes Direct Charge of Las Vegas Unit

The office of Barr Adjustment Co. at Las Vegas, Nev., has now been placed under the direct management and supervision of Elmer L. Barr. The former manager was Harry Cantlon. This office provides service for Nevada, northwestern Arizona and southern Utah.

Stamey Has Seattle Branch

Harold L. Stamey Co., Tacoma general agency, has opened a branch office at Seattle. In charge is Harold E. Rowley, who recently joined the firm as vice-president. Mr. Rowley was formerly manager at Seattle for General Agencies of New York. He is succeeded in that by Sidney Madge, who has been with the C. B. DeMille general agency.

Gordon McNulty, formerly with the Walter H. Beardsley agency of Kirkland, has joined the Stamey general agency as special agent and also will have charge of the accident and health department.

Forbes Is Portland Guest

PORTLAND, ORE.—Price Forbes, chairman of the London brokerage firm of Price Forbes & Co., who is a member of the committee of Lloyds, was guest at a luncheon arranged by manager Bart Waterbury of Rathbone, King & Seely. Mr. Forbes gave a short talk and then was questioned for nearly an hour on topics ranging from Lloyds inner workings to the future of the labor government in Britain. More than 60 Portland insurance men attended.

Jacobson to Brown & Sons

Gordon F. Jacobson, formerly manager for Hansen & Rowland, general agents at Portland, has joined Edward Brown & Sons as northwest Lloyds manager, with headquarters at Portland.

Bordeaux Now Local Agent

The C. D. McCarger agency of Walla Walla has been sold to T. A. Bordeaux, formerly special agent in southeastern Washington and northeastern Oregon for General of Seattle. Mr. McCarger is continuing with the firm, but will devote his time to life insurance and real estate.

Appointed by Manhattan

Manhattan Life has appointed La Bow, Haynes Co., general writing agency at Seattle as general agents there. It is the first general agency appointment in Washington. Richard E. Smith has been named manager of the life department. He is a C.L.U.

Give Management Course

SEATTLE—A course in "Agency Management" open to all insurance men is being sponsored by Seattle Blanket Club. It will follow the N.A.I.A. outline and will start April 6.

Colored sound motion pictures of the salvaging operations to recover the

Paul law col-
of marines in
for over four

g"
nsurers

g manager of
to be host to
of Farm Union
March 18
with him Kirk
president; Ed
and several
ecutives.

partner in the
of Charles W.
Haven, who
a director of
Automobile
n."
n" was dis-
Liberty Me-
eting of the
ntrollers In-

manager of
a rating be-
nes Casualty
s compensa-

County (O.)
are: J. D.
Selanders,
mison, secre-

the Tarbox
consolidated
d J. B. Oak-
Mr. Tarbox
Assn. of In-
Dakleaf is a
the Illinois

WEEP

facturing ex-
sistance to cover
ash from his
home to pay
make a busi-
at the west-
home and
the second
cut it open

do not be
the fallen
the risen.
and others

looking for
you can't
die.



IDS

cargo of the "Diamond Knot", sunk in the Straits of Juan de Fuca last August, were shown to a party of Portland, Ore., insurance and shipping men by E. A. Valentine, state agent of Fireman's Fund.

Elect in Imperial Valley

Insurance Agents Assn. of the Imperial Valley (Cal.) has elected as president, Herbert W. Going, Calexico; vice-president, Miss Lena Bridenstine, Holtville; secretary, Charles H. Knight, El Centro.

Organize at Salida, Col.

L. Allen Beck, president Colorado Assn. of Insurance Agents, and Milton Warren met with local agents at Salida, Col., to form a local association known as Chaffee County Assn. of Insurance Agents. Harold Koster was elected chairman.

To Open San Diego Office

Fireman's Fund group will open a complete service office at San Diego, March 15. Fire and casualty departments will be headed by experienced men in those lines. Quarters in the Spreckels building now are being prepared for occupancy.

Driscoll Quits Mutual Pool

SEATTLE—J. Larry Driscoll has resigned as manager of Food Industries Federation, a pool of mutual fire companies specializing in cannery risks, to join D. K. MacDonald & Co., brokers.

Mr. Driscoll will divide his time between the Seattle and Portland offices. He was with the Lansing B. Warner reciprocals from 1934 until he joined Food Industries Federation in 1944.

At the March meeting of Denver Assn. of Insurance Agents two new members were accepted.

Anderson Succeeds Groce

SPOKANE, WASH. — National Board appointed Harold E. Anderson special agent to replace W. A. Groce, deceased, in Washington and northern Idaho.

White Handles Lloyds Covers

Stanley A. White of London has been named in charge of Lloyds coverages for Nathan L. Fairbairn, underwriter of San Francisco.

Mr. White has been with London Lloyds handling American business exclusively for more than 20 years.

Howard McClure, for four years with Bayley, Martin & Fay, San Francisco, has established his own brokerage office there, as Howard McClure & Co.

EAST

Give Dinner Program for Pittsburgh Insurance Day

A number of program features are announced for Pittsburgh Insurance Day April 5. At the dinner the speakers will be Cy Hungerford, cartoonist of the Pittsburgh "Post-Gazette," Andrew Bernhard, editor of the "Post-Gazette," who has recently returned from Russia, and Norman W. Adams, famed toastmaster, who heads the Adams local agency at Warren, O.

Speakers for the inland marine conference are Douglas H. Davies, assistant secretary of Phoenix Assurance; E. M. Kelley, assistant manager of the inland marine department of Hartford Fire, and Edward J. Moran, manager of the inland marine division of General Adjustment Bureau.

The luncheon and dinner programs

have been arranged by a committee consisting of Paul J. Trimbauer of L. A. Burnett Co.; Horace T. Cator, Fidelity & Deposit; Harmon DeHaven of Edwards, George & Co. and A. V. McMillan of Home.

List Boston Course Leaders

Insurance Library Assn. of Boston announces that in the examinations in the general principles courses of Insurance Institute, F. H. Bubier, Middlesex Mutual Fire, was first; F. H. Dominick, Middlesex Mutual, and C. S. Gustafson, Liberty Mutual, tied for second place, and R. C. Hannah of O'Brien, Russell & Co., third.

In the fire examinations, which covered the policy, loss adjustments and collateral lines, R. A. Brocklehurst, Jr., of Thomas E. Sears, Inc., was first; Doris McGlynn, United Mutual Fire, second, and R. C. Hannah, O'Brien, Russell & Co., third.

Plan Two-Day Course

HARRISBURG—The education committee of the Pennsylvania Assn. of Insurance Agents conferred here with representatives of Pennsylvania State College on the agents' plans for a two-day insurance course at the college in June.

Public relations of agents will be stressed in the course, and also recent technical changes in underwriting, A. S. Feineman, education committee chairman for the agents, announced.

Stanley Cowman, Philadelphia, president, and F. D. Moses, Harrisburg, secretary-manager of the agents' group, attended.

Pa. Commission Stand

Directors of Pennsylvania Assn. of Insurance Agents at a meeting at Harrisburg adopted a resolution approving in principle the memorial that was adopted by the Allegheny county agents at a meeting held at Pittsburgh on Feb. 17, on the commission reduction program. The Allegheny group condemned the program and urged members to resist it to the utmost.

SOUTH

Tisdale Addresses Buyers Conference in Tennessee

H. V. Tisdale, secretary of the central department of North British, spoke before the Insurance Buyers Conference at Kingsport, Tenn., this week on "What Is Coinsurance and How to Measure Insurable Values." Some of the questions he discussed and answered were: If property is insured 80% to value, will payment be made on the basis of 80% of any loss? How can the insurable value of a building be determined? Does insurable value mean market or book value?

The buyers conference was sponsored by the local agency of Bennett & Edwards.

Werlla President of Texas Independent Adjusters

DALLAS—A. A. Werlla, head of Texas Claims Service, Wichita Falls, was elected president of the Assn. of Independent Insurance Adjusters of Texas at its annual meeting here. He succeeds R. B. Lovelace, General Claims Service, Dallas.

Considerable advance has been made in working out an agreement on handling catastrophes for the convenience of companies, a committee reported. Members are working on uniformity in statements of loss and proofs of loss arising out of catastrophes with the plan in mind of standardizing paper work for more expeditious handling of loss claims and payments. A supporting argument in this program is the improvement of public relations.

First vice-president is R. A. Handley,

Dallas; second vice-president, Gaddis Taylor, Tyler; secretary-treasurer, Donnie Jones, Port Arthur.

Pass Va. Regulation Bills

RICHMOND — Six house bills designed to bring Virginia's insurance regulations into conformity with public law 15 have been passed by the Virginia senate.

The senate also passed four bills by DeJarnette to provide for supervision and fixing of casualty insurance premiums; relating to rates for workmen's compensation, and supplemental contracts.

The house insurance committee reported favorably a bill to permit writing of depreciation insurance.

Name Tex. Quota Committee

DALLAS—Melvin J. Miller, president Texas Assn. of Insurance Agents, has appointed Richard H. McLary, Dallas, chairman; Will M. Keller, Palestine, and Julius Levi, Houston, as a special quota committee to raise under the voluntary contribution plan the quota of \$4,592 assigned to Texas for providing additional funds to finance expanded activities of N.A.I.A.

A letter has been mailed to all members by the committee asking for contributions.

A formula has been adopted which groups agencies according to annual premium volume and suggests quotas varying from \$5 to \$125.

Texas Agency 75 Years Old

Sergeant, Duncan & Rine, San Antonio agency, this year observes its 75th anniversary. It was started by T. F. Brady in 1873 and later was operated by Thos. L. Conroy and Hugh B. Rice as Conroy & Rice. Mr. Conroy was one of the organizing members in 1898 of Texas Assn. of Insurance Agents, and the agency was a charter member of San Antonio Insurance Exchange.

The firm is now composed of Mrs. Ruth W. Sergeant, identified with it since 1925, and Robert Duncan, who became a partner in 1945.

The agency has represented Royal since 1874. Some assured had coverage in Royal for more than 50 years on the same property.

New Tenn. Fire Standards

NASHVILLE — Commissioner McCormack has issued a public warning that June 1 is the deadline for property owners to bring buildings, erected prior to passage of the law, up to fire prevention and safety standards required by the new fire law enacted by the 1947 legislature. Enforcement authority is lodged in "all municipal fire prevention and other officers responsible for fire protection in their jurisdiction," as well as the state fire marshal, his deputies and assistants.

Open New Florida Office

Hardware Dealers Mutual Fire and Hardware Mutual Casualty, Stevens Point, Wis., have opened a new office at Tampa to serve the entire state of Florida.

Insurance Women of Birmingham celebrated their fifth anniversary with a dinner at the Molton Hotel. Speaker was Dr. J. L. Brakefield, manager of the new development and industrial department of the chamber of commerce. Other entertainment included a skit by several insurance men.

Consider Flint Self-Insurance

FLINT, MICH.—The Flint board of education is considering a self-insurance plan. Its business committee proposed that present fire and extended coverage policies on school properties be canceled as of April 15, and that an insurance reserve fund be set up, starting with \$60,000 and adding annually the equivalent of present insurance premiums, amounting to about \$10,000 annually.

Action was postponed until the April meeting.

HOTELS of TOMORROW

Friendly EFFICIENT SERVICE
In these CONVENIENT CITIES

ALABAMA	Mobile
Hotel Admiral Semmes	
Hotel Thomas Jefferson	Birmingham
DISTRICT OF COLUMBIA	
Hotel Washington	Washington
INDIANA	Indianapolis
Hotel Claypool	
LOUISIANA	New Orleans
Hotel Delato	
MISSISSIPPI	Meridian
Hotel Lamar	
NEBRASKA	Omaha
Hotel Pasten	
NEW MEXICO	Clerks
Hotel Clerks	
OKLAHOMA	Wewaka
Hotel Aldridge	
SOUTH CAROLINA	Columbia
Hotel Wade Hampton	
TEXAS	Coronado Court
Hotel Alice	Austin
Hotel Stephen F. Austin	Galveston
Hotel Edison	Beaumont
Hotel Brewster	Brownwood
Hotel Cortis	El Paso
Hotel Texas Fort Worth	Lubbock
Hotel Buchanan	San Antonio
Hotel Galveston	Galveston
Hotel Jean Lafitte	San Antonio
Hotel Mountain Lake	Mountain Lake

EXECUTIVE OFFICES
Anice Building - Galveston, Texas



NATIONAL HOTELS

New Assigned Risk Auto Plan Released

(CONTINUED FROM PAGE 21)

time it becomes a normal risk unless the applicant is unable to obtain insurance in which event the risk is considered as a new assignment. Heretofore the assignment has been for one year. The new rule should save handling.

It is newly provided that in the case of a public automobile or long haul trucking risk, which, immediately prior to its application to the plan, had been insured in a carrier whose authority to do business has been terminated in the state because of insolvency, the insurer to which the risk is assigned shall immediately notify the risk applying that a policy will be issued without delay with the understanding that the premium is to be received within 15 days or such other period agreeable to the carrier. There is normally a 15-day waiting period. This provision is designed to take care of situations like that created when Keystone Mutual Casualty got into difficulties. The risk would not be kept out of operation because of lack of insurance through no fault of its own.

25% for F.R. Risks

A surcharge of 25% applies to risks which during the three year period immediately preceding the date of application have been involved in accidents, convictions or financial responsibility law filing requirements as specified in the new plan. The present surcharges of 10% for public passenger carrying and long haul trucking risks and 15% for all others are continued for all other risks which do not come within the scope of the specific provisions calling for a 25% surcharge.

The commission and field supervision allowances now applicable under assigned risk plans are continued under the new plan and will apply uniformly to all assigned risks. The commissions are 10% on general and 5% on public and long haul truck risks.

Filing in States

The uniform plan is being submitted to supervising authorities and to present assigned risk plan managers in all states where plans are now operative with the proposal that the uniform plan be placed in operation as of May 1 after each state plan has been duly subscribed to by the companies. As soon as the uniform plan has been agreed upon and the necessary subscriptions from the companies have been received in any state, National Bureau of Casualty Underwriters will send copies of the new plan to all manual holders. The bureau advises agents and producers to familiarize themselves with the provisions of the new plan.

1947 MUTUAL FIRE RESULTS

	Adm. Assets	Unearned Prem.	Net. Surplus	Net. Prem.	Net Losses Paid
Badger Mutual	2,829,121	1,712,707	757,220	1,475,481	493,942
Farm Bureau, O.	4,979,200	2,523,849	1,543,278	3,832,452	1,496,970
Farm Owners	439,870	66,432	323,308	510,456	228,750
Federal Mutual	1,599,345	847,781	500,000	771,856	353,776
Grocers Cash Deposit	646,149	173,688	417,367	207,528	55,328
Hartford County	5,403,560	540,385	4,787,226	412,861	99,287
Home Mutual, N. Y.	990,618	397,504	500,137	551,732	273,141
Home Mutual, Wis.	1,084,347	731,102	312,297	497,253	238,345
Lowell Mutual	287,462	251,585	105,434	262,589	108,957
Millers Mutual, Tex.	3,071,840	1,669,542	750,000	1,845,007	765,359
Mutual Auto	1,487,337	760,245	494,321	1,541,406	554,547
National Retailers	6,704,807	4,180,333	1,250,000	4,975,908	1,760,102
Nebraska Hardware	645,233	302,071	267,160	364,747	121,101
Phenix Mutual	788,776	265,708	487,909	245,090	79,059
Philadelphia Manufacturers	4,990,495	2,572,320	1,175,265	2,303,700	204,635
Security Mutual, N. Y.	302,240	147,019	141,418	154,502	72,327
Texas Hardware	297,815	81,176	198,262	88,502	31,761
Texas Natl. Mutual	622,876	216,407	408,127	252,626	74,579
Retail Lumbermens	468,914	94,265	367,349	179,165	62,466
Southern Mutual	2,450,322	154,868	2,134,355	309,736	87,509
United, Boston	18,034,949	10,278,822	4,280,346	11,112,810	3,404,408
Worcester Mutual	5,730,903	2,677,271	3,718,457	1,775,803	810,640
Workmen's Mutual	1,546,182	25,044	1,446,428	125,322	55,012

RECIPROCAL AND INTER-INSURANCE EXCHANGES

Erie Insurance Exchange	1,500,082	627,798	424,623	1,569,809	636,574
Lumbermen's Und. Alliance	5,799,862	1,989,581	2,744,000	3,330,120	1,021,193

N. Y. Rating Body Ready to Alter Its Complexion

NEW YORK—A special meeting of members of New York Fire Insurance Rating Organization has been set for March 23 to consider the new constitution and by-laws. If ratified, the new instruments will replace existing agreements and the suburban division governing articles. The changes were worked out by a special subcommittee and have been approved by both the governing committee and the insurance department.

The proposed constitution and by-laws express more definitely the functions and powers of officers and committees and more clearly outline the purposes and services of the organization. Membership as such is limited to capital stock companies, but there is provision for subscribership by other types of companies. Under the suburban division governing articles the organization has supervised commissions and agency appointments in the suburban division heretofore.

Police Break up Truck Ring Blamed for Millions in Losses

NEW YORK—Glum faces on inland marine transit underwriters brightened slightly this week as police broke up a \$1 million ring which bilked Railway Express Co. and insurers over a long period. A truck containing \$40,000 worth of goods was seized by police along with the operators who apparently were involved with employees of the express company. The goods were the first recovered by the police.

Insurance is usually written for firms shipping goods to cover them in full for losses during transit. The insurance carrier, by subrogation, can then proceed against the express company and make recovery. In the past this recovery was limited to \$50. The line has not been profitable for insurance carriers since the war induced the manufactured goods shortage. Since that time they have asked that shipments be declared to value, particularly on expensive items. This gives insurers increased subrogation rights but more important, obtains special handling for the shipment. It betters chances of arriving at its destination because it is more closely supervised. Arrival at destination is what firms are interested in because of replacement difficulties.

Va. State Men Advanced

A number of promotions have been made in the Virginia insurance department, C. B. Coulbourn being advanced to deputy commissioner and actuary; George A. Peery to deputy commissioner and executive assistant; C. W. Harris to deputy commissioner for fire and casualty insurance and Deane Haw to chief examiner.

Railroad Rating Bureau Set Up

Harold Wayne, manager of Inland Marine Insurance Bureau and Inland Marine Underwriters Assn., announced at the opening session of the zone 5 rating forum at Little Rock that Railroad Insurance Rating Bureau has been organized to rate all physical operating properties used by railroads except items already handled by I.M.U.A. and non-operating properties now specifically rated. Mr. Wayne said that he will be manager of the bureau, and that all of the companies now members of Railroad Insurance Assn. of New York and Railway Underwriters Assn. of Chicago will get their rates from the new bureau.

He asked cooperation of the insurance departments in arriving at premiums the railroads will be willing to pay, so that the business will not go to London Lloyds or into self-insurance.

Fire Waste Council Rally

The executive committee of National Fire Waste Council will hold its annual meeting at Washington the morning of April 9, and the previous day there will be a meeting of the executive committee together with chairman of all standing committees. Topics under discussion will be a plan of protection for high valued areas, plan to encourage better automatic alarm systems, plan to encourage adoption of both fire and building codes by referendum and the obligation of organization members to the council.

\$1 Million N. J. Loss

An insurance loss of about \$1 million resulted from the fire in Englishtown, N. J., of the Englishtown Cutlery, Ltd.

plant. The building contained valuable machinery, knives, forks, and general cutlery ready for shipment. Cause of the fire was not known. Firemen saved four buildings in the rear although they were hampered by frozen hose lines and low water pressure. George S. White & Co. is the brokerage firm, and Goldstein & Co., public adjusters, are handling the loss.

Clancy Royal-Liverpool Comptroller and Secretary

James B. Clancy has been appointed comptroller and secretary of all the companies of the Royal-Liverpool group. He was employed as a junior clerk by Newark Fire in 1917, and after serving in various capacities, in 1924 was transferred to Royal as assistant auditor. In 1932 he was elected secretary of Royal Indemnity, later becoming secretary of Eagle Indemnity. In the newly created office of comptroller Mr. Clancy will supervise the accounting and statistical operations of the companies.

Acquires Boston Casualty

Old Colony has purchased controlling interest in Boston Casualty, which has been doing a small volume of A. & H. business in New England since 1912.

D. C. Bowersock, president of Boston and Old Colony, has been elected president of Boston Casualty. Harold I. Bartlett, vice-president of the two fire companies, becomes vice-president of Boston Casualty; Ernest L. Woodside, vice-president and secretary of the fire companies, secretary of the casualty company, and Helen W. Kelly, assistant treasurer of the casualty company. The fire companies have not announced their plans for future development of the casualty carrier.

WHERE TO PLACE YOUR BUSINESS

A guide or directory responsible and adequately equipped local agents. These offices have nation-wide facilities for handling your out-of-state business.

FLORIDA

WRIGHT & SEATON, INC.
INSURANCE
West Palm Beach, Florida

MICHIGAN

Detroit Insurance Agency
G. W. Carter, Pres.
H. L. Newman, Vice-Pres.
Louis J. Lapper, Sec.-Treas.
Fisher Bldg. Detroit, Mich.

ILLINOIS

CRITCHELL - MILLER
INSURANCE AGENCY
Established 1888
Insurance Exchange Building
CHICAGO

MISSOURI

Lawton-Byrne-Bruner
INSURANCE
Saint Louis

FRED. S. JAMES & Co.

Since INSURANCE 1879
One North La Salle Street
CHICAGO
CENTRAL 7411
New York San Francisco

PENNSYLVANIA

Cole Management Co.
INSURANCE MANAGERS
Complete Facilities
Pennsylvania — West Virginia — Eastern Ohio
436-4th Ave. Pittsburgh, Pa.
Phone Court 1112

Moore, Case, Lyman & Hubbard
General Agents
175 W. JACKSON BLVD.
CHICAGO
Wabash 0400

WISCONSIN

Chris Schroeder & Son, Inc.
210 E. Michigan St., MILWAUKEE
Engineering Services — All Lines
The largest insurance agency in the State of Wisconsin

ROLLINS BURDICK HUNTER CO.
231 S. LaSalle St.
Chicago
Telephone: Anderson 5000
New York Seattle

Pacific Bureau Hearing April 5

(CONTINUED FROM PAGE 1)

knows whether its members and subscribers utilize or do not utilize its rates, which of these rates are used, and which are not used, and to what extent; it would be expensive, inaccurate, and probably impossible to secure this information from any source other than from the members and the subscribers themselves. Also it would be impossible for the stamping office to check the daily reports unless it had notice of the rate at which the insurers intended to write the policy.

Complete Information

The requirement that the insurer give the bureau "full information" with respect to intended variations has reference only to the necessity for complete information of the extent to which variation is intended by the insurer. It does not contemplate the furnishing of any information with respect to the company's motive for departing from bureau rates, or with respect to whether justification for such departure exists or does not exist, or with respect to whether the variation intended is founded upon experience or otherwise.

As to the allegations regarding the relationship between Pacific Board and the bureau the "defense" goes into history and developments since the S.E.U.A. decision at length. It reports on the difficulties involved in completing a complete physical separation but points out that the bureau does not contemplate enforcing or aiding in enforcing any of the rules and regulations of the board.

The bureau says it is now serving 225 companies writing approximately \$100 million in premiums in California; that no company has been denied membership or the right to become a subscriber.

"Not more than a negligible proportion" of the members and subscribers are in a position to make their own rates or to obtain rating services for their California business elsewhere than from the bureau, it is stated. The bureau employs 300 trained personnel, maintains offices at San Francisco, Los Angeles, Oakland, Sacramento, Fresno and San Diego.

Following receipt of the defense Mr. Downey set April 5 for the public hearing requested by the bureau.

STOTT MAKES APPEAL

Companies, Agents Need Common Meeting Ground

BOSTON — Addressing a luncheon meeting of producers here Wednesday, John C. Stott, Norwich, N. Y., vice-president of National Assn. of Insurance Agents, called for a joint council of companies and agents. The business has great need for a common meeting ground to solve the problems of the whole industry, if the public interest is to be properly served, he said.

"The S.E.U.A. decision, public law 15, the application of existing federal statutes to our business and regulatory laws at a state level, have changed the whole pattern of agents' existence," he said. "It is hard for most to gear themselves to the new world in which they do business."

Common Meeting Ground

"The companies and producers have an obligation to predicate their activities on public service instead of on private gain. If we could remove the selfishness from all branches and work together to serve the public, what a delightful business we would have."

"There is much current talk that producers and companies are no longer legally able to sit down together and discuss problems common to both, the solution of which is in the public interest. I think this is a dangerous philosophy. It is not American. If our industry is to show progress, there must be a common meeting ground for all of us to discuss and find the solution to our many problems and to initiate new thought for the good of all," the insurance leader continued.

"There are arguments against a joint council," he said, "but if those motivated by selfishness are eliminated, there will be so few left that this proposal for a joint council within the industry might well recommend itself to you for consideration," he concluded.

Addressing a dinner meeting of the Westchester County Assn. of Local Agents at Mamaroneck Tuesday, Mr. Stott said that one of the basic differences now existing between the agents and some of the fire companies is the lack of understanding of each other's

problems. Until and unless agents and companies are willing to sit down together and make an honest effort to understand each other and gear all their activities to the public interest, these differences of opinion will increase and not diminish. He said the thinking of some company executives and some producers must change if the good internal public relations that have existed are to continue.

U. S. High Court Holds for Insurer in Air Case

WASHINGTON — Without passing upon the merits of the fourth circuit court's ruling reversing a district court decision that Lt. King, civil air patrol observer, was drowned when his plane crash-landed at sea in 1943, the former was upheld by the U. S. Supreme Court. The district court held with Mary Bell King, widow, who sued United Commercial Travelers for \$5,000 proceeds of an accident policy containing a clause exempting the order from liability for "death resulting from participation in aviation."

The parties agreed South Carolina law applied, and the court said the district court relied upon general principles of state law that ambiguity must be resolved in favor of a beneficiary, in the absence of a South Carolina decision on aviation exclusion.

A South Carolina court, however, decided another suit on a \$2,500 policy against another company in favor of Mrs. King. While the case just decided was pending in the supreme court another state court of common pleas decided a third case along lines of the circuit court ruling.

Citing the rules of decision act requiring federal courts to follow generally along lines of state laws and decisions, Vinson raised the question whether that principle would promote uniformity in application of state law in the case of common pleas decisions varying from county to county and not officially reported.

The Supreme Court concludes the circuit court did not err in this case, but decided only that the circuit court "did not have to follow the decision of the court of common pleas for Spartanburg county." The court prefers to regard the third decision referred to above as "illustration of the perils of interpreting a common pleas decision as a definitive

expression of 'South Carolina law' not as a controlling factor in our decision."

Concern in Cal. Over Step to Block Responsibility Act

LOS ANGELES — There is much concern on the street about proposals of Assemblyman Silliman of Selano county which would hamstring the financial responsibility law enacted in 1947 session, which will go into effect July 1. Silliman prepared a resolution, which it is understood is in the ways and means committee, to delete from the state budget money allocated for administering the new act; postpone effective date to Jan. 1, 1950, and set up a joint legislative interim committee at a cost of \$10,000 to study financial responsibility laws of other states and report to the 1949 legislature.

It is understood the state motor vehicle department, which is to administer the law, has been quoted as being ready to go ahead with its work, has all plans outlined, and it is known the department has in its files data relative to operation of similar laws in other states which was collected and utilized during hearings on the law in 1947.

The department also has secured the services of an eastern insurance man who is familiar with operations of financial responsibility laws in other states to assist in a public relations program to acquaint insurance men, public officials and the motoring public with provisions of the law. This program is to start in northern California early in April, and later is to be repeated in southern California.

T. A. Manning & Sons Launch \$3 Million Texas Insurer

(CONTINUED FROM PAGE 2)

other Texas fire and casualty company. "Since we already have a complete home office, field force, and agency plant, we believe the established connections of this firm would afford a definite advantage to any new company starting business."

The company is expected to begin operations during the summer. Manning firm headquarters presently are at 2010 Bryan, but plans have been drawn for erection of a new building in the Oak Lawn section of Dallas.

New Oregon Forms

PORTLAND — Oregon Insurance Rating Bureau has adopted the new builder's risk completed value form, SFB form No. 74-B (Oct. 1946) in lieu of the 1942 form and also endorsement giving permission for setting up and testing machinery, form No. 74-A. Cement block chimneys are removed from the list of chargeable or deficient chimneys. New schedule known as protected dwelling schedule for protection classes 1 to 8 is now provided, and will replace similar material now in rate book circulars for certain towns and cities. The rate book circulars in the future will contain district boundaries, exposure rules, average clause credits, and dwelling basis rates. Extended coverage endorsement rules include reprinting of form No. 3 applicable to "superior risks" to clarify intent of certain clauses; provision for riot, physical damage and vandalism endorsement for use with form No. 3; rate reductions for various classifications, and the former requirement for doubling vandalism business interruption rate is reduced to a 25% increase in rate.

Ill. Pond to Have Stag

Illinois Blue Goose, which had to abandon plans for a spring dance because of lack of accommodations, has decided to hold a stag party April 12 at the Union League Club, Chicago.

There will be a smorgasbord dinner and a motion picture. The remainder of the evening will be given over to cards and an informal get-together.

Fire Company Experience in 1947 by Lines

	Fire		Extended Coverage		Tornado-Windstorm		Sprinkler-Leakage		Riot & Explosion		Motor Vehicle	
	Premia.	Paid Losses	Premia.	Paid Losses	Premia.	Paid Losses	Premia.	Paid Losses	Premia.	Paid Losses	Premia.	Paid Losses
Allied Fire	345,100	150,909	40,655	16,615	193	834	4,009	2,558	.....	.....	649,042	225,359
American Central	3,275,203	1,285,039	648,164	218,667	43,750	59,707	14,643	3,537	8,341	7,566	1,037,844	443,435
British Gen.	467,737	183,643	95,487	32,011	6,023	8,741	2,135	518	1,182	1,107	151,906	64,907
Capital, N. H.	45,459	15,305	4,584	1,925	.....	.....	.....	.....	.....	.....	21,443	6,689
Charter Oak	886,036	353,095	177,118	59,663	5,929	9,285	3,933	1,865	6,158	972	.....	.....
Columbia, O.	857,256	454,301	167,392	65,411	17,144	20,718	3,710	1,051	3,473	1,488	302,367	123,426
Commerce	1,842,612	845,457	304,342	102,410	16,809	16,934	6,579	2,994	6,748	1,136	70,000	309,375
Comm. Union, Eng.	6,357,600	2,499,246	1,291,056	429,618	81,681	116,626	29,792	6,818	19,673	14,753	2,037,428	870,387
Comm. Union, N. Y.	1,569,955	616,577	316,974	106,376	20,091	29,050	7,139	1,713	4,781	3,690	505,623	215,959
Dixie Fire	12,191	227,151	16,550	32,705	5,191	10,359	170	526	2,113	244	82,232	61,713
Employers Fire ..	2,380,151	1,203,817	479,330	187,103	26,027	43,506	6,450	2,982	4,231	1,496	3,112,623	1,264,732
Farmers, Pa.	1,695,573	688,689	321,391	65,395	8,321	9,340	5,524	1,189	5,218	2,943	.....	.....
Glens Falls	10,441,471	4,790,922	1,724,605	580,325	95,252	96,956	37,281	16,964	38,241	6,717	4,136,668	1,753,125
Globe & Rutgers ..	3,430,687	1,731,746	795,755	274,857	61,676	71,132	5,640	8,574	3,847	1,193	986,693	440,250
Home, Hawaii	143,081	23,509	13,362	1,631	.....	.....	.....	.....	.....	.....	38,825	12,000
Iowa Fire	149,633	50,335	45,913	7,064	19,680	12,617	.....	.....	.....	.....	13,359	5,652
Kansas City	1,421,612	844,529	410,150	38,862	12,210	5,152	13,540	6,303	1,793	.....	975,151	272,558
Mercury	4,251,423	1,516,278	718,092	227,301	107,988	79,942	21,462	6,992	26,374	519	2,020,463	741,695
Natl. Capital	105,968	37,402	.....	7,487	.....	.....	.....	.....	.....	.....	202,401	69,950
National Grange ..	94,837	39,806	.....	.....	.....	.....	.....	.....	.....	.....	330,296	71,955
Natl. Reins.	2,941,143	666,760	348,128	7,010	131,256	37,558	13,241	623	45,797	2,167	29,189	10,409
Natl. Union, D. C.	79,028	22,827	973	304	.....	.....	.....	.....	.....	.....	.....	.....
Newark	4,544,093	3,014,364	745,460	224,427	33,394	48,840	38,436	10,777	15,710	2,564	955,973	479,259
Palatine	1,096,514	430,864	223,726	74,924	14,155	20,456	5,110	1,219	3,407	2,584	354,970	151,668
Patriotic	961,412	570,235	161,571	76,587	22,085	27,283	3,669	1,157	249	813	747,665	286,315
Pioneer	36,817	15,504	12,059	2,705	439	401	.....	.....	.....	.....	.....	.....
Potomac	1,864,238	725,947	413,392	144,278	8,967	18,594	.....	.....	.....	.....	1,691,973	605,197
Provident	883,860	666,914	140,213	78,990	5,505	20,202	4,315	1,349	182	165	361,762	164,711
Reinsurance, N. Y.	5,817,171	1,169,782	631,714	1,150	232,894	31,843	25,114	1,865	55,675	7,484	49,242	8,556
Royal Exchange ..	3,037,477	1,302,647	377,720	169,046	26,619	51,085	11,285	3,367	3,794	389	545,807	283,151
Royal	10,143,737	5,339,297	1,695,131	610,940	65,045	132,954	90,961	29,338	29,619	6,980	2,334,483	1,254,190
St. Paul	12,926,976	4,631,809	2,193,304	922,032	443,447	418,352	67,972	16,026	43,796	7,281	7,877,601	3,058,479
Southern Amer.	15,360	11,754	5,319	1,873	124	126	216	.....	.....	.....	5,815	3,015
Standard, N. J.	1,320,451	586,525	282,027	81,603	20,203	20,258	2,361	860	.....	.....	.....	.....
State Assur.	594,264	895,820	110,168	56,493	7,764	15,128	3,291	1,092	1,106	120	.....	.....
Stuyvesant	99,934	113,187	937	7,954	.....	.....	.....	.....	.....	.....	.....	.....
Sun, England	3,440,557	1,913,233	534,616	194,742	21,890	42,089	16,699	6,640	9,594	37	4,341,136	1,590,786
Switzerland Gen.	942,401	461,862	131,182	43,462	14,997	4,374	6,360	1,409	4,048	4,423	1,810,090	812,786
Travelers Fire	16,834,690	6,708,818	3,365,245	1,133,604	112,669	176,425	74,587	36,449	117,017	18,479	7,712,370	2,776,377
Twin City	629,320	225,807	119,150	26,020	21,943	8,669	.....	.....	.....	.....	193,110	51,556
Union Assur.	1,096,485	480,864	223,779	74,924	14,156	20,456	5,106	1,219	3,388	2,584	354,970	151,668
Union & Phen., Exp.	1,634,004	853,607	246,632	66,841	10,727	8,708	9,869	1,750	5,115	6,781	102,410	40,250
Urbane	1,680,095	357,150	276,572	17,150	18,726	3,321	9,229	776	9,878	325	43,870	5,287
Virginia	1,954,768	715,289	278,626	115,287	18,226	23,066	5,604	1,339	1,802	132	333,939	236,532

lina law' ...
r in our de

er Step lity Act

is much con-
proposals of
belano county
financial re-
1947 session
y 1. Silliman
h it is under-
eans commi-
state budget
nistering the
date to Jan.
legislative in-
of \$10,000 to
lity laws of
he 1949 legis-

te motor ve-
to administer
being ready
has all plans
e department
to operation
states which
during hear-

secured the
insurance man-
ions of finan-
ther states to
program to
ublic officials
th provisions
is to start in
n April, and
outhern Cali-

ns Launch surer

PAGE 2)

lity company.
e a complete
and agency
blished con-
uld afford a
new company

ted to begin
anner. Man-
sently are at
e been drawn
ilding in the
s.

Insurance
ed the new
value form,
1946) in lieu
endorsement
ting up and
o. 74-A. Ce-
removed from
ficient chim-
own as pro-
or protection
ded, and will
in rate book
s and cities.
n the future
ies, exposure
s, and dwell-
coverage en-
eprinting of
superior risks"
clauses; pro-
damage and
or use with
s for various
mer require-
business in-
to a 25% in-

tag

nich had to
g dance be-
edations, has
rty April 12
, Chicago.
sboard dinner
e remainder
ven over to
together.



When a client goes down ↓

His expenses go up ↑

**—and he'll recover a lot quicker, physically and financially,
if he has Modern Accident Insurance**

**THE TRAVELERS INSURANCE COMPANY
HARTFORD, CONNECTICUT**

"S-O-S"

SERVE OUR SHIPPERS!
PROVIDE THEM WITH
SOUND OCEAN CARGO COVERAGE!



Let the Marine Office of America—with its wide experience and know-how; its globe-girdling facilities—help you with all your Ocean Cargo problems.



MARINE OFFICE
OF AMERICA

116 JOHN STREET

NEW YORK 7, NEW YORK

WESTERN DEPARTMENT
Insurance Exchange Bldg.
Chicago 4, Illinois

PACIFIC DEPARTMENT
340 Pine Street
San Francisco 4, California

SOUTHERN DEPARTMENT
Canal Building
New Orleans 12, Louisiana

NORTHWESTERN DEPARTMENT
Colman Building
Seattle 4, Washington

SERVICE OFFICES

Baltimore, Maryland
Boston, Massachusetts
Cleveland, Ohio
Detroit, Michigan
Houston, Texas
Jacksonville, Florida
Los Angeles, California
Philadelphia, Pennsylvania
Pittsburgh, Pennsylvania
St. Louis, Missouri
Stockton, California
Syracuse, New York

ALL CLASSES OF OCEAN AND INLAND MARINE INSURANCE

~

ICES
d
ots

in
erale
sylvania
venia
k